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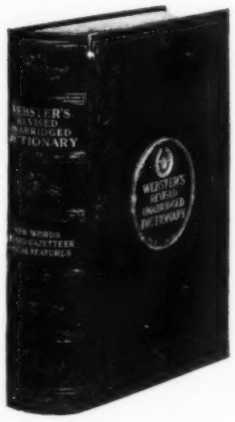

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LESLIE'S

ILLUSTRATED WEEKLY NEWSPAPER

The Oldest Illustrated Weekly Newspaper in the United States
Established December 15, 1855

EDITED BY JOHN A. SLEICHER

"In God We Trust"

CXXIV THURSDAY, FEBRUARY 1, 1917 No. 3204

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TEXAS SNOWBOUND

Dallas, Texas, where snow in any quantity is a rarity, found itself snowbound on January 14th by a fall of eight inches of wet snow. The photograph shows Commerce street with 33 electric cars stalled in the snow, which however soon melted. It caused a lot of inconvenience while it lasted, and established a new record in snowfalls for the city. The building with the pillars, on the right hand side of the street, is the Federal Reserve Bank of the Eleventh District, the only Federal Reserve bank owning its home.

Rubber Footwear *Holds up Colds*

RUBBER footwear is the "Stop! Look! Listen!" preventive to the possible cold. It insulates the foot, keeping out cold and moisture, both of which are frequent causes of "snuffles." Many a cold in the head has traveled all the way up from "cold feet!"

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Rubbers that fit wear twice as long as rubbers that do not fit.

United States Rubber Company

ADMIRAL DEWEY'S GREAT CAREER

SCENES FROM STIRRING VICTORIES IN TWO WARS

BEST LOVED OF NAVAL HEROES

George Dewey, the only Admiral in the United States Navy, and the best-loved of all our naval heroes, died at his home in Washington, D. C., on January 16th, in his eightieth year. Although his health had been failing for some time he had been active in his duties at the Navy Department until a few days before his death.

FROM LESLIE'S FOR MAY 31, 1862

DEWEY'S BAPTISM OF FIRE

Dewey was attached to Admiral Farragut's fleet which forced an entrance to the Mississippi River, and on April 24th, 1862, he participated in his first battle, the bombardment of Forts Jackson and St. Philip. The wooden vessels used then were in marked contrast with the armored craft with which he overcame the Spaniards at Manila Bay, but which, also, are now obsolete.

FROM LESLIE'S FOR OCTOBER 8, 1898

THE BATTLE OF MANILA BAY, WHERE DEWEY WON DEATHLESS RENOWN

This picture of the battle of Manila Bay is from a painting by Frank H. Schell, made after sketches and descriptions by eye witnesses. The battle was fought May 1st, 1898, Dewey fearlessly leading his fleet into the mined waters of the bay in his flagship, the *Olympia*. The battle was not long nor bloody, but it resulted in a complete victory for the American fleet and left the admiral (then commodore) with a delicate problem of international politics on hand. He cut the cable as a military measure and handled the situation with such courage and tact as to establish for all time his claim to real greatness. On his return to America in 1899 he was received with unparalleled ovations. President McKinley presented him with a gold sword and the nation gave him a residence in Washington by popular subscription. His official reception in New York City was the greatest event of the kind ever seen in America. Congress made him an Admiral, which insured his retention on the active list until his death, an honor previously conferred only on Admirals Farragut and Porter.

FREDERICK A. SCHUTZ

MAGNIFICENT PAGEANT AS ADMIRAL IS LAID TO REST

Admiral Dewey was given a state funeral on January 20th, after simple services at his late home. The remains were borne through the streets on a gun caisson, escorted by thousands of soldiers and sailors, as well as the entire cadet body of the Naval Academy. Services were held in the rotunda of the capitol; the photograph shows the casket being placed on the caisson at their conclusion. President Wilson and all the high officials of the government and almost the entire diplomatic corps participated in what was one of the most impressive funerals ever held in the Nation's capital.

EDITORIAL

LET THE THINKING PEOPLE RULE!

WAKE UP!

BUSINESS men, workmen, statesmen, savings bank depositors, insurance policy holders and all the owners of railroad and industrial securities must wake up.

The whole world is preparing to enter upon a great struggle for commercial supremacy at the close of the war.

This is the highest-priced market in the world, with 10,000,000 of the most liberally paid wage-earners and the most liberal spenders.

All Europe is watching us. Japan is providing a steamship line to South America to compete for the rich trade of our neighboring republics.

The Allies have entered upon a close trade agreement by which they will favor each other when the war ceases.

Great Britain is holding on to its commerce with an iron grip and its relentless blacklisting of American business firms continues.

Germany's steel mills are running at full blast piling up a surplus for rapid distribution in our own markets as soon as peace is declared.

Canada is making munitions in every province but one and building new mills and factories at a prodigious rate. It is taking over many American concerns. They are locating in Canada to secure the benefit of favorable legislation and trade conditions.

Meanwhile, Congress is preparing, without reason or explanation, for a heavy bond issue in time of peace, while it dallies with the Webb Bill recommended by President Wilson to enable our exporters to combine to promote our foreign trade.

Superficial politicians are planning fresh taxes on American industries and refusing to give the slightest relief to railroads seeking a readjustment of rates to meet a readjustment of wages.

Is Frank A. Vanderlip, President of the National City Bank, of New York, not justified in saying, "We are a country of economic illiterates," and in adding, "Whatever need there has been in the past for the leaders of the country to think soundly, there is to be a still greater need in the future"?

On the same lines is the recent statement of Mr. A. C. Bedford, President of the Standard Oil Company of New Jersey:

> If we are to succeed in competition with other countries after the war, the public, the government and the press must adopt a fairer and more liberal attitude toward the men who are trying to do the business of the country. In every other country than this where business is successfully carried on, it is done with the support and co-operation of the government, and industrial circles abroad have been unable to understand the contrary policy pursued here.

Are we so busy, prosperous and thoughtless that we do not think of these things, or that we will think of them only when it is too late?

THE BURDEN BEARERS

GOVERNOR WILLIS of Ohio, in retiring from the executive office, said a brief experience as a state official had convinced him that "Ohio is overofficered and overinspected and that the people and business of Ohio are being inspected to death." This was a timely admonition.

It is noticeable that in the annual messages of a number of Governors, including that of New York, at the opening of the year, a special appeal for economy was made. We are in a period of abnormal prosperity, but there is no lessened cost of public charities. They are as expensive as ever. In New York City and other large communities, the demands for outdoor relief are as heavy as during the period of depression.

Too many have been taught that thrift is unnecessary and that local or state authorities will provide for the wants of those who do not look out for themselves. The drift to paternalism has gone too far. It has made many indifferent as to their future in the belief that some one will provide in case of emergency.

Everybody knows that public expenditures are increasing at an extraordinary rate. Every taxpayer knows that his bills are constantly increasing and as they go up, the bills of the rentpayer inevitably increase. Yet public officials, in vain pursuit of the popular vote, are ignoring the hardships of the taxpayer and endorsing all the new and expensive fads brought out by well-meaning but too often impractical uplifters.

Governor McCall of Massachusetts, for instance, in his earnest advocacy of health and sickness insurance and old age pensions has lost sight of the fact that while these may be necessary in older countries, where wages are low and working hours long, they are not conducive to thrift and industry and self-reliance in a country like ours where extraordinary opportunities are open to those who seek and create them.

Every pension bill passed in this country has cost infinitely more than its projectors forecasted. It has always been the entering wedge for still larger appropriations and still heavier burdens on an overburdened people. It is high time that public officials thought of this matter. If they fail to recognize the astounding increase in public expenditures—local, state and national—the taxpayers and rentpayers, constituting the voting masses, will finally be driven to revolt and we shall have a business men's administration with all that that implies.

What the farmers have done in North Dakota by organization, in securing control of every branch of the State government, can be done by the rentpayers and taxpayers of every commonwealth. All they lack is an organizer and an organization.

A WONDERFUL THING

BY J. OGDEN ARMOUR

ENTHUSIASM is the dynamics of your personality. Without it, whatever abilities you may possess lie dormant. You may have knowledge, sound judgment, good reasoning faculties; but no one will know it, until you discover how to put your heart into thought and action. A wonderful thing is this quality which we call enthusiasm. If you would like to be a power among men, cultivate enthusiasm. People will like you better for it; you will escape the dull routine of a mechanical existence and you will make headway wherever you are.

THE PLAIN TRUTH

WORK! Did our readers ever stop to think that cheap demagogues and self-constituted strike-organizers never build a factory, increase a pay roll, or fill a pay envelope. They live by creating discord. Without a strike, the walking delegate's pay would cease. It is his business to foment trouble; to make the worker dissatisfied, discontented, rebellious, and envious. What possible good was done by Mr. Gompers in addressing a recent gathering of working men and women in New York in such incendiary language as this: "You are a driven, tyrannized over and impoverished people. I am glad to come to you to give what help I can." Did Mr. Gompers help the Four Brotherhoods by his course at Washington and by fomenting a general sympathetic strike last September with the striking street car employees of New York, which the President of the International Typographical Union characterized as "a stupid, dishonest and disreputable proposition and in direct opposition to the law of the American Federation of Labor"? The workers of this country have a habit of doing a good deal of thinking for themselves. This is evidenced by the sharp reprimand administered to Mr. Gompers by the Typographical Union.

PEACE! Two peace notes were sounded at the recent banquet in New York of the Railway Business Association. President George A. Post, in the opening address, said that these two notes sounded: "A Peace under whose benign agis, industry will thrive, values will expand, investors will be heartened, territorial area now too remote from markets to woo the husbandman, miner or woodsman, will be brought within reach of waiting consumers, and embargoes which dam the arteries of commerce will be unknown because of the existence of ample terminals, vehicles and propulsive power. Peace whereunder no more will be heard the strident denunciations of the railway baiter nor will selfishness plot against the public weal. Some day this Peace will come and may God speed its coming." Every good citizen can say "amen" to this. The peace messages to which Mr. Post referred were delivered by Alfred P. Thom, General Counsel Railway Executives Advisory Committee, and the Hon. Frederick A. Delano, Member of the Federal Reserve Board. The public is listening to the railways' side of the controversy. It would listen more intently if it realized that the railroads constitute one of the greatest of all our industries, employing as they do nearly two million workers and serving over a thousand million passengers every year over a trackage more than half the railway mileage of all the world. The railways are owned by their security-holders, but they are run by the Government of the United States and the governments of forty-eight different commonwealths. As Mr. Thom said, they have asked that responsibility for regulation be fixed by statute with general supervision lodged in the Federal Board. Nothing could be fairer.

THE MELTING POT

THE trouble in Mexico continues.

Colonel House has left the White House.

Rather than undergo an operation a California doctor killed himself.

The debts of a bankrupt undertaker in Garrison, N. Y., were paid with two hearses and 20 coffins.

Two of fourteen deaths among the guardsmen on the Mexican border, in one week, recently, were by suicide.

A New Jersey man's sweetheart, hesitating to marry him, was referred to his former wife for recommendations.

While an Albany, N. Y., man was eating a charity Christmas dinner, word came from England that he had inherited $150,000.

A New York magistrate recently sentenced a wife-abuser to a year's regular attendance at church and abstinence from liquor.

In the last two years, Texas, the Lone Star State, has produced one set of quadruplets, 80 sets of triplets and 495 pairs of twins.

The one man at Harvard whom the late Professor Munsterberg found to have a 100 per cent. mind is going into the sardine canning business.

A New York truckman, jostled off his truck while driving across the Brooklyn Bridge, fell 200 feet to the river and was rescued by the crew of a Standard Oil tug.

A theatre manager in Brooklyn, N. Y., has been fined $250 for discriminating against United States sailors in selling box seats, and the Mayor of Baton Rouge, La., has publicly apologized because some of the young ladies at the Chamber of Commerce dinner would not dance with sailors from the fleet.

Let the people rule.

MEN WHO ARE MAKING AMERICA

JOHN H. PATTERSON, REVOLUTIONIST--AN EMPLOYER WHO PUTS BEAUTY, JOY AND HEALTH INTO FACTORY-WORKERS' LIVES--THE STORY OF THE CASH REGISTER

EDITOR'S NOTE:—*This is a fascinating sketch of one of the great industrial leaders of our country—one who has made the welfare of his employees second only to the success of his business. John H. Patterson will be longest remembered as the man who made industrial justice popular. Next week Mr. Forbes, in the twenty-ninth of his series, will tell of George Eastman's struggles and ultimate success.*

BY B. C. FORBES

(COPYRIGHT, 1917, BY B. C. FORBES)

JOHN H. PATTERSON devotes his life to building cash registers and making workers happy.

Few employers who have made millions have chosen to spend the best part of these millions on their own employees. Many build themselves palaces, line them with costly pictures and bric-a-brac, spend money lavishly and ostentatiously for their own diversion, doing little for the benefit of anyone but themselves. Even philanthropically-inclined millionaires have rarely given first consideration to those who helped them to make their riches.

John H. Patterson has chosen the more prosaic course. He has made of a factory and its environment a thing of beauty. He has put joy into work. He has made the earning of a living harmonize with the earning of happiness.

The workshop of the National Cash Register Company, at Dayton, O., is a glass palace flooded with light. Through its thousands of windows the workers can feast their eyes on exquisite views. The air throughout all the buildings is changed every 15 minutes. Hundreds of shower baths are provided and every worker is allowed to enjoy them in the company's time. Of course, there is a hospital with a doctor and trained nurses in attendance; employees receive electric massage treatment free of cost; there are numerous rest rooms for women employees. To avoid the overcrowding of street cars and elevators and to save the women from having to mingle unceremoniously with the men, the former are allowed to start work half an hour after the men and to finish 15 minutes before them. At ten every forenoon and three every afternoon recesses are granted the women workers. The commodious dining rooms furnish midday meals at cost and an orchestra regales the diners with sprightly music.

Every noon hour a moving picture or other entertainment is provided in a hall which seats 1,250, and here those who bring their own lunches may sit and eat while enjoying the pictures, the music and, occasionally, short talks. The men are given the privilege of smoking. By an arrangement with high schools and colleges, vocation training is provided promising youths.

ESTATE OPEN TO THE PUBLIC

Mr. Patterson's extensive estate, Hills and Dales, is thrown wide open to his employees and to the public. It is dotted with quaint, rustic camps where all sorts of paraphernalia is provided free for picnic parties—cooking utensils, tables, benches, even distilled water.

A golf course, tennis courts, baseball field and other facilities for recreation are provided, while a large club house permits of dances being held on Saturday evenings and all sorts of concerts, lectures and entertainments throughout the week. There is another club house in the city for the use of employees, and here educational classes are held in the winter months.

Mr. Patterson is a sunshine worshipper. He enjoys nature—enjoys it so much that he wants everyone around him to enjoy it also.

Any worker who offers a feasible suggestion for improving anything at the factory or elsewhere is rewarded, "Suggestion Boxes" having been in use for many years.

When he started, over 20 years ago, to treat workers like human beings other employers called him a fool, a fanatic, a socialist, a dreamer. They warned him that coddling labor would bring him nothing but discontent and disaster. How he came to adopt the revolutionary plan of co-operating with instead of coercing labor is interesting.

His action was originally prompted more by business necessity than by sentiment. Previously he had followed the universal rule of getting from his employees the greatest amount of work for the least amount of money, and they had reciprocated by giving the least amount of work for the greatest amount of money they could obtain.

Let us first trace briefly the record of John H. Patterson and the making of cash registers before this turning point was reached.

There were no cash registers when John Henry Patterson was born—December 13, 1844. His forebears were Scotch-Irish, the first to come to America (about 1728) being his great-grandfather, whose son fought as a colonel in the Revolutionary War, founded the city of Lexington, Ky., became one of the three original owners of the land now covered by Cincinnati, and finally located on a 2,000-acre farm near Dayton. Here John Henry was born, almost on the spot now occupied by the National Cash Register Company. As a lad, one of eight children, he had to work hard on the farm. He received a good education, first in the Dayton schools and later at Miami University and Dartmouth College, where he graduated B. A. in 1867, having previously served in the Civil War as a Hundred Day Man, although then only a stripling.

Farm labor did not appeal to the Bachelor of Arts. Commerce appealed to him most, but he could not pick and choose jobs. Collecting tolls on the Miami & Erie Canal, on duty night and day, Sundays and holidays, was

JOHN HENRY PATTERSON
The First Citizen of Dayton and a Pioneer in Industrial Welfare Work.

the best he was able to land. This, however, was not commerce. He wanted to buy and sell things. Having saved a little money, he succeeded in borrowing a little more and set up as a retail coal dealer in Dayton. From selling coal he gravitated to mining coal and iron ore, in partnership with his brother, Frank, in Jackson County, some 80 miles from Dayton.

To enable their miners to obtain supplies, the Pattersons, in conjunction with two other mining concerns, opened a store. Business was plentiful but profits were nil. At the end of two years the store had not netted a cent notwithstanding that all goods were supposed to be sold on a reasonable margin of profit. Something was wrong; there was a leak somewhere.

THE FIRST CASH REGISTER

Hearing that a merchant in Dayton had invented a contrivance to keep a record of all sales, Mr. Patterson immediately telegraphed for two of the novel machines. The idea of the cash register had taken birth in 1879, in the brain of Jacob Ritty, a Dayton merchant who, suffering from a breakdown due to overwork and worry in attempting to keep tabs on the details of his business, had started on a voyage to Europe. While in the engine room of the ship one day, he noticed a device that recorded the number of revolutions of the propeller shaft. Why not coastruct a machine that would record each coin put in the till? Hurrying back, he set to work with his brother, a skilled mechanic, and evolved the first cash register.

Mr. Patterson's was the first order filled. Crude and clumsy though it was, the machine immediately turned the store's loss into a substantial profit. Mr. Patterson's commercial instinct told him that the new invention had unlimited possibilities. "What is good for our store is good for every store in the world," he told himself. At the first opportunity he went to Dayton, investigated the situation thoroughly and, although only a few machines had been turned out, he was so certain of the outlook that in 1884 he bought out the Ritty business and changed the name from the National Manufacturing Company to the National Cash Register Company.

The acorn did not at once grow into an oak. Troubles and obstacles were met at every turn. Construction of the cash registers demanded highly skilled and scrupulously careful workmanship of a novel kind. It was difficult first to teach the workers and then to retain them, as their expert services were sought by others. The factory was located in an unsavory section of Dayton called Slidertown—everybody and everything on the downgrade had a habit of sliding into this section. To work at "The Cash" did not bring a high social rating; in plain language, the better class of young men and particularly young women preferred to earn a living in more respectable surroundings.

John H. Patterson was partly to blame for this unsatisfactory state of affairs. He was not then a model employer. He was neither better nor worse than other factory owners. His interest in his employees was confined to what he could get out of them. And they repaid him in kind. Poor working conditions begot a poor product.

So bad, indeed, did things become that in one year $50,000 worth of machines was thrown back on the hands of the company as faulty.

Then John H. Patterson woke up.

He experienced not only a change of viewpoint, but he underwent a change of heart. Adversity taught him humanity. Why should workers treat him with more consideration than he was treating them? Why should they interest themselves in his welfare if he was not interested in theirs? He would adopt a new policy. Also, he installed his own desk in the center of the factory floor.

With this new spirit in his heart, he went to the factory to study conditions. He saw a woman engaged, as he thought, in mixing glue in a very unscientific way. He spoke to her. "It is not glue, it is coffee," she told him. Leavings from the previous day were being reconcocted.

Mr. Patterson immediately ordered the manager to arrange to have the women supplied with good coffee every day. He next looked around for other things needing correction. Not noticing any provision for the proper serving of the coffee, he summoned the manager, who gave him a dozen reasons why the factory could not be turned into a coffee house. Mr. Patterson ordered him to rent a house across the street for the purpose. Again there was delay. This time the manager and his assistants were told that dismissal would follow were the reform not instituted forthwith.

MAGIC INFLUENCE OF COFFEE

The serving of the coffee had an instantaneous effect upon the output of the women. Patterson learned that kindness paid in dollars as well as in disposition. From that day on he never wavered in his determination to improve the lot of his people. One thoughtful innovation after another was introduced. A systematic effort was made to raise the quality and tone of the working force.

Better workmanship and better product brought increased business. Sales increased from a few thousand a year to several score thousands. Larger buildings became necessary. Slidertown had been cleaned up somewhat under Mr. Patterson's influence, but it was still no Newport or Tuxedo. Mr. Patterson bought up much of the property in the neighborhood and resolved to spend both money and time in revolutionizing the whole neighborhood.

Most important of all, he engaged the leading firm of architects in America to design factory buildings which would be the very antithesis of the ordinary factory. He wanted it to contain every conceivable appointment conducive to the comfort and safety of the workers. He wanted, also, halls for noonday entertainment, for the holding of classes, for illustrated lessons and lectures on the different phases of manufacturing the cash register and on salesmanship.

When the glass and steel palace began to be erected Dayton shook its head. Among other things, Patterson was told that the boys of Slidertown would not leave one whole window overnight, that new glass would cost him more than his profits. Patterson took the boys in hand and began to transform embryonic gangsters into young gardeners and young gentlemen. The boys were given individual gardens, received instruction from a head gardener, were shown how to organize themselves into a stock company, were inspired to interest themselves in the work, received prizes and, at the end of the year, received dividends from products sold. The company was run entirely by the boys themselves. Also, a club was formed to send city lads to work on farms during summer vacations. This solved the window-breaking problem—and solved, also, problems of more vital importance to the boys and to society.

Patterson's "coddling" of labor was bitterly resented by other employers. Still he went ahead, convinced he was on

(Continued on page 135)

WITH THE BRAVE CANADIANS

BY JAMES H. HARE, STAFF WAR PHOTOGRAPHER FOR LESLIE'S

IT was cold. The majority of the Canadians were pleased to see the white snow flakes falling idly and majestically at times, then driven furiously with a stinging force against you as you struggled along, if walking, or blinding your windshield if riding in the military motor cars, making traveling still more dangerous. The snow made a transformation, if only for a time, as it hid the squalid surroundings with its deposit of purity, changing the sordid aspect into wonderful artistic creations. Then it rained again, and as though nature refused to be compromised with an artificial layer of innocence, the dismal conditions returned in all their grimness.

"Are not the men fed up with all this?" I asked as I slowly and carefully picked my way along the trenches, trying not to touch the muddy sides.

The first man who replied voiced the opinions of many that I questioned—and by the way he was a grandson of a celebrated Canadian General of French extraction, and had left a lucrative practice as a lawyer in Canada to rush to the help of the mother country at the first call. His reply was typical of all the others: "The Canadians are not a fighting people—in the sense of looking for trouble—but when they are aroused, as they were by the injustice of the German schemes for self-aggrandizement, they were prepared to submit to any and all inconveniences to see the thing through to the bitter end; they are convinced of the justice of their cause, and are united in their determination not to quit until the common enemy has been driven from his prey, and his talons clipped."

From what I could gather, if a canvass were made, it would undoubtedly be shown that every man of them would prefer to be home, with their families, working at their trades or professions; but on the other hand, there is not one willing to go until this situation is cleared up, and left in such shape that it is impossible for the enemy to start another war.

They are unanimous in admitting that they were "jumped" at the start, that they were unprepared, and that it has taken them all this time to get into shape, but they are perfectly sure to-day that they are in better shape than the enemy, and superior to him in skill and morale, better fed, and have a righteous cause back of them.

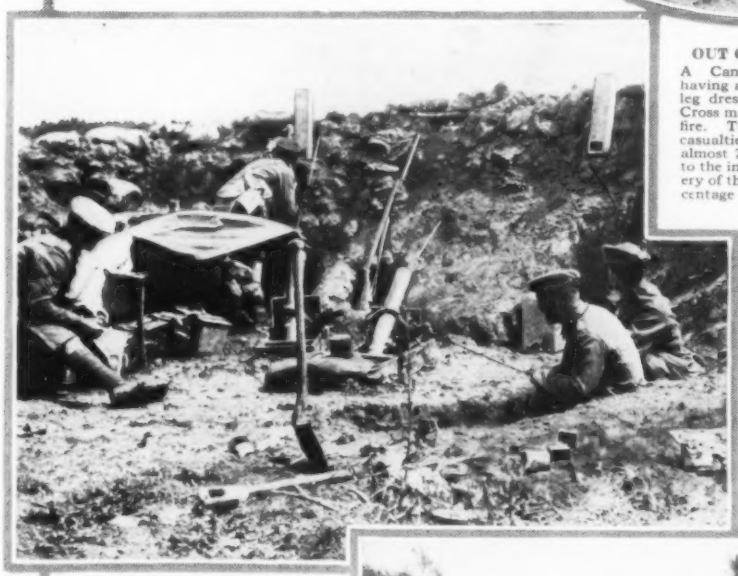
The bulk of the Canadians are naturally good scouts, and fight intelligently. They admit they were untrained at the first and their discipline lax—but that has been remedied, by constant

(Continued on page 133)

CUMMINGS

OUT OF ACTION

A Canadian soldier having a wound in the leg dressed by a Red Cross man while under fire. Total Canadian casualties to date are almost 70,000. Owing to the impetuous bravery of the men the percentage of casualties is high.



KEEPING TABS ON FRITZ

Highlanders in a first-line trench, during a lull in the fighting. The man at the periscope is on the watch against a surprise by the Germans, though such movements usually occur at night.

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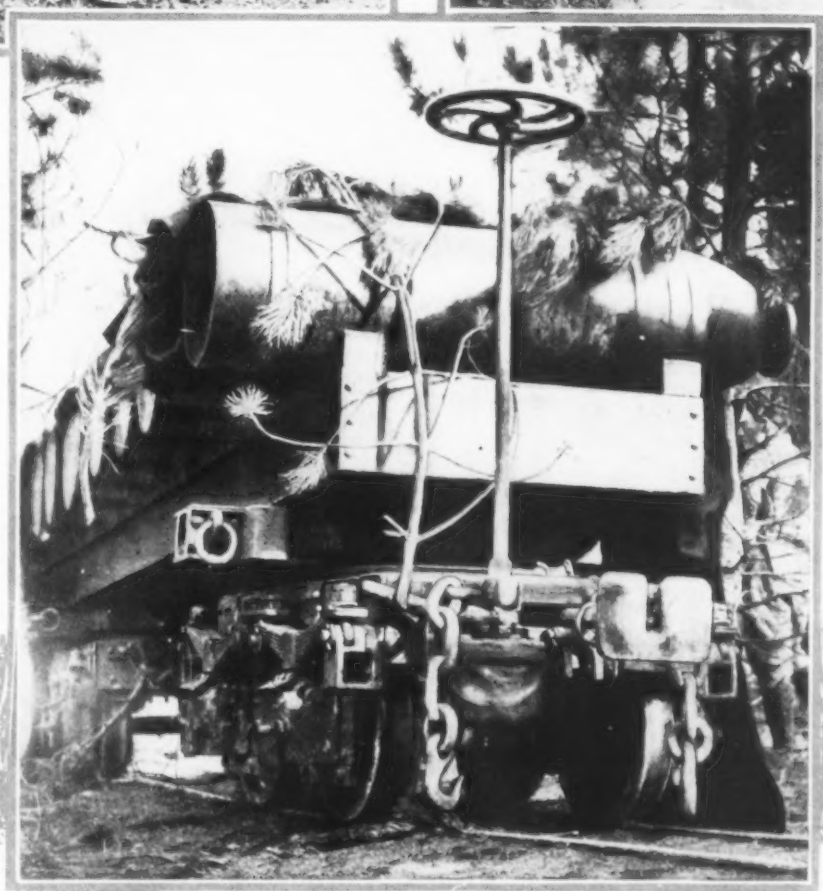
MEALS AT ALL HOURS

Canadian "Tommies" show great ingenuity at making themselves comfortable in the trenches. Many of them were hunters and campers at home, and therefore experts at living out of doors.



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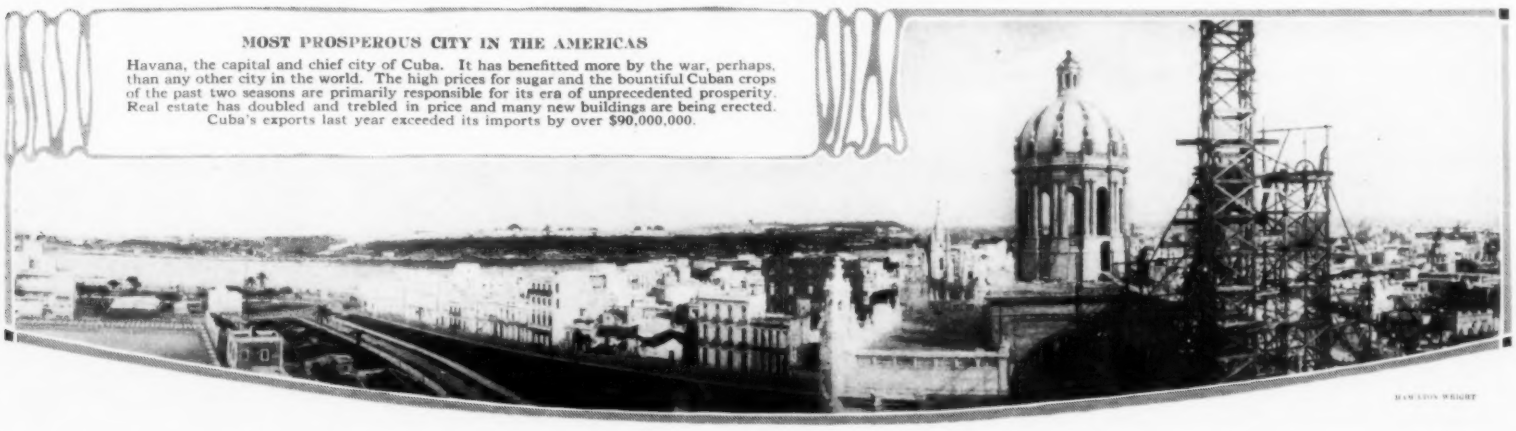
BIG SHELLS FOR THE SOMME FRONT

Munitions such as the Allies did not have at the beginning of the war. These huge shells, longer than a man, are now being supplied in great numbers to both the British and French armies.

THE TREND OF PUBLIC OPINION

BY CHARLTON BATES STRAYER



MOST PROSPEROUS CITY IN THE AMERICAS

Havana, the capital and chief city of Cuba. It has benefitted more by the war, perhaps, than any other city in the world. The high prices for sugar and the bountiful Cuban crops of the past two seasons are primarily responsible for its era of unprecedented prosperity. Real estate has doubled and trebled in price and many new buildings are being erected. Cuba's exports last year exceeded its imports by over $90,000,000.

HAMILTON WRIGHT

MAKE STATE BUSINESS EFFICIENT

AN appeal for efficiency in conducting State business, has been a feature of the recent messages of Governors. Governor Lowden of Illinois sums up the popular protest against incompetence and extravagance in spending the people's money by demanding in his inaugural message a State budget, with a department of finance to revise department estimates and bring about uniform and scientific bookkeeping and accounting in all State offices. He furthermore recommends a thorough reorganization of departments, bureaus and commissions, and that some of these boards and agencies be legislated out of existence. The appointment of special bureaus and commissions has come to be a fad. The taxpayers' money has been squandered in investigations and reports that get nowhere, and the plum-seeking politician may be trusted to fight the elimination of this piece of extravagance. What the State and Federal Governments need is to discover not new sources of taxation but new sources of economy which will make unnecessary additional taxation.

GIVE BUSINESS A HEARING

IT seems almost incredible that farmers, milk producers, potato growers and business men, desirous of conducting their business according to law, have not been able to go to the Attorney General and find out what they could or could not do under the laws of Congress. Such has been the attitude of the Government to this reasonable request, the legal department in effect saying, Go ahead and do as you please, and if you violate the law we will prosecute you. Edward N. Hurley, who recently resigned the Chairmanship of the Federal Trade Commission to return to business, deplores the time lost by the Government and business men in the last 20 years in trying to settle economic problems by resorting to the courts instead of by co-operation. President Wilson, in an open letter to Mr. Hurley last spring, strongly commended his suggestion that trade and manufacturers' associations, commercial clubs and boards of trade should be encouraged in every feasible way by the Government. Mr. Hurley says that the Government now has a friendly and co-operative spirit toward business. "When business men," says he, "request advice in advance as to some particular step they wish to take, they should present to the Government an intelligent statement of the facts; then the Government should give advice in advance as to what business men should or should not do."

RAILROADS WANT ONE CONTROL

ALL big business is hampered by a diversity of conflicting State regulations, but the troubles of the railroads exceed those of all others. The Interstate Commerce Commission, in order to relieve discrimination against trans-Mississippi cities, established a 2.4 cent rate. Judge Landis, in a decision in the United States District Court affecting 28 railroads operating in Illinois, held that the Interstate Commerce Commission had no power to repeal the Illinois two-cent rate under the guise of removing discrimination against points outside the State. The railroads hold it is impossible to have two bases of local fares within the State of Illinois and have appealed to the Supreme Court to reverse the decision. In an address at the eighth annual dinner of the Railway Business Association, Mr. Alfred P. Thom, General Counsel Railway Executives' Advisory Committee, depicted the loss and injury to the whole nation that arises from the conflict between the different States and between the Federal and State authorities in the regulation of rates. Mr. Thom argued that Congress should empower the Interstate Commerce Commission to regulate all rates, State as well as interstate, of carriers which do an interstate business. This same commission should also have exclusive supervision over the issue of securities, and to that end railway charters should be Federal.

PERSONAL TOUCH IN INDUSTRY

DEEDS always speak louder than words. Street corner orators, public forum speakers and magazine writers have been loud in their condemnation of capital because of its strained relations with labor. Few offer a constructive program, and none go out and bring the two together. In the Colorado Industrial Plan Mr. John D. Rockefeller, Jr., is actually spanning the chasm between labor and capital. He has done it simply by adapting to modern conditions the personal contact the owner of a business used to have with his few employees. Speaking at Cornell University on Founders' Day, Mr. Rockefeller, out of his experience in the

(Continued on page 139)

WATCHING THE NATION'S BUSINESS

BY THOMAS F. LOGAN, LESLIE'S WEEKLY BUREAU, WASHINGTON, D. C.

WILSON WILL WORK FOR PEACE

NEVER before was a long war fought with such intensity and on such a broad scale as the present European conflict. The financial resources of Europe are not unlimited. The extraordinary efforts which such nations as Great Britain and Germany have put forth to raise revenue to carry on the conflict indicate that the end must come pretty soon. The birth-rate, moreover, is not keeping pace with the loss of life in battle. Since the war must come to an end, the only question that remains to be answered is, "When?" Two steps towards peace have been taken, according to the view of the Washington Administration. The first is that the Allies, regarded as the more determined side, have formulated their maximum terms; the second is that all the belligerents have now expressed approval of a world-league for the enforcement of peace, after the close of the present war. President Wilson will continue his efforts for world-peace.

BUSINESS AFTER THE WAR

IT is remembered not only by the allied nations, but by many here, that peace overtures from abroad to end our War between the States were courteously but firmly rejected by Lincoln. However praiseworthy the intentions, it is almost inevitable that our interference in the affairs of the belligerents will produce a lasting bitter feeling. Practically no action taken at the present time will be regarded as neutral. The caution of the Federal Reserve Board to banks against buying the business paper of Great Britain and France has been construed as timed to weaken France and Great Britain, and force accession to Germany's peace terms. The President's peace note coming shortly afterward, coupled with Secretary Lansing's "verge of war" utterance, further muddled the situation. The suggestion of a world league to enforce peace threatens our traditional policy of non-intervention in European affairs. Senators Lodge and Borah have performed the highest public service in helping to defeat the attempt to stampede the Senate into a blanket endorsement of the President's note, the one by his exposure of the departure from the old American tradition involved in the proposal, and the other by portraying the perilous consequences of such a course. Their speeches have the high tone of public utterances that marked the days of Clay and Webster. With adequate protection to American industries and avoidance of meddling in Europe's affairs the business of this country should continue prosperous after the war, and Uncle Sam retain the friendship of all concerned.

UNCLE SAM AS PUBLISHER

THE annual report of the public printer is more interesting than some of the other documents published at Uncle Sam's print shop in Washington. The expenditures of the Government Printing Office for the past year were $6,214,482. Something like half a million of this amount is chargeable to other than direct appropriations. Private orders placed by members of Congress amounted to $81,885. Some idea of the vast range of men and machinery, with attendant casualties, in the national printing shop, is obtained from the statement that 3,197 medical and surgical cases were treated in the emergency hospital during the year. Approximately 47,000,000 public documents were distributed during the year, as compared with 35,000,000 in the year previous. While the distribution was largely free, cash receipts for Government pamphlets and reports amounted to $195,507, or $40,000 more than in 1915. Among the more popular publications are the "Horse Book," the demand for which continues to require large editions, and the yearbook of the Agricultural Department, of which 411,000 copies were distributed during the year. Forty thousand copies of the worthless report of the Industrial Relations Commission were also issued. Whether that many persons have read or will read it is exceedingly doubtful. However, it probably would be found far more exciting than an issue of the Congressional Record not long since, devoted to a "speech" of over 100 pages by Senator La Follette on the railroads, said speech consisting mainly of tables, figures and appendices, the values of which had altered before the report could be issued.

PROTECTION FOR STEEL

THE European war has served to protect the American steel industry. This statement is borne out by the statistics of the production of steel ingots and castings and finished forms of rolled iron and steel in the United States in recent years: In 1913 the total output was 56,804,474 gross tons. This fell to 42,530,179 gross tons in 1914. In 1915 the output rose again to a total of 57,565,107 gross tons. It is not difficult to connect these figures with three successive epochs in American industry. The first represents the hold-over orders from earlier tariff conditions. The second clearly indicates the operation of the Underwood low tariff law. The third obviously links itself with war prosperity. While the figures for 1916 are not yet available, they would undoubtedly disclose a still greater output, with many thousand additional men given lucrative employment. The recent successful bid of an English firm to supply the American Navy with

(Continued on page 139)

RECENT WRECKS AND MISHAPS

RYAN

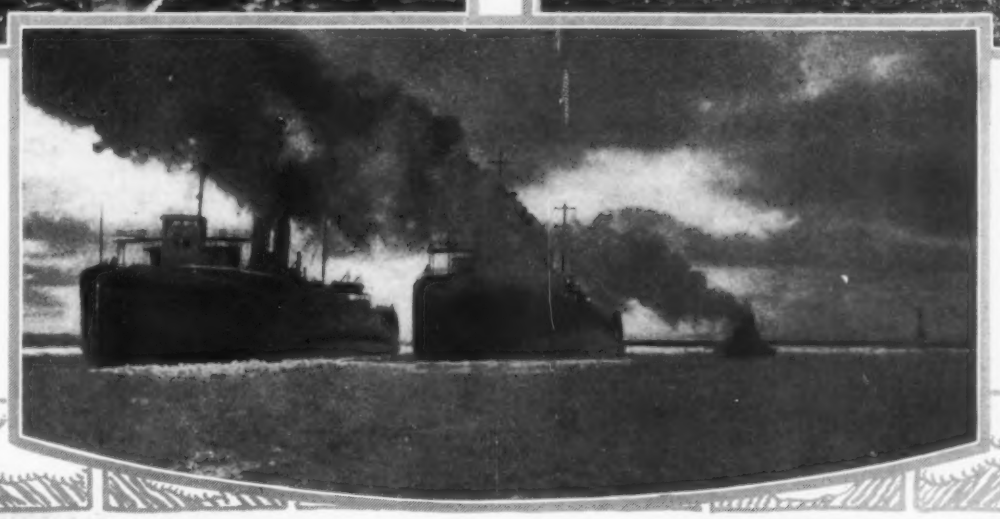
EFFECTS OF A HARD WINTER

Tons of buffalo fish and carp were scooped out with hands and shovels and carried away in bags and wagons when the ice-cutting began at Windom, Minn. The fish, deprived of air, when an unusually heavy sheet of ice covered the Des Moines River, became sluggish and were easily captured by the men who stood around the holes where ice had been cut and scooped out the fish when they crowded to the holes for air.

PULVER

ODD FREAK OF A WRECK

A broken axle caused the wreck near Sodus, N. Y., recently, in which six freight cars were piled, side by side, at right angles to the tracks. The couplings between the cars were broken as the derailed cars were stacked. Two of the cars were demolished. No explanation has been offered for the odd placing of the cars by the accident.



TOMSEN

GAS EXPLOSION KILLS SEVERAL

The explosion of an acetylene gas lighting plant in the home of John Faaborg, near Kimballton, Iowa, killed two of 17 people in the house, injured two others fatally, and hurt all the others severely except one thrown under a table which bore the weight of the débris. The house was blown 15 feet in the air.

DOWIN

GREAT BOATS HELD IN THE ICE

The severe cold weather which swept the Northwest in January, crippled the operations of the Pere Marquette car ferriers at Ludington, Mich. Ferriers numbers 17, 18 and 19 all were caught in the slush ice of the outer harbor and held as fast as an explorer's ship in the frozen Arctic.

MATOTT

PAY EMPLOYEES AS PLANT BURNS

For four hours, 14 engine companies, five fire truck companies, and three fire boats fought the flames that cost the Filer-Stowell Machine Company of Milwaukee, Wis., over $350,000. When the fire was discovered the employees filed out, stopping at the time-keeper's office for their checks.

STONE

TORNADO KILLS SCHOOL CHILDREN

Ten school children were killed outright, five others were fatally injured and the teacher and twelve other pupils were hurt when a tornado demolished the school house at Vireton, Okla., on January 4th. Only two of the 31 people in the building at the time the wind struck it escaped without injury. The schoolhouse was lifted high in the air and blown to bits and the children were carried a considerable distance by the gale before they were dropped amid the wreckage.

COOK STUDIO

ENGINEER CRUSHED IN COLLISION ON BRIDGE

A collision between a switch engine and an extra freight train on the bridge over the Wisconsin River at Stevens Point, Wis., injured the fireman of each engine and killed an engineer, who was crushed between the boiler head and coal tender when the engine and tender left the track. The derailed engine was thrown from the embankment on one side of the bridge and on the opposite side a box car scattered its contents of baled hay over the frozen river.

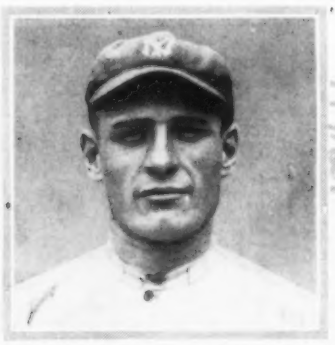
HUGIA

TRAIN WRECKED BY WEAKENED TRESTLE

A train carrying a steam shovel passed under this trestle at Rainier, Wash. The crane swung loose and knocked out some of the supporting timbers. Before a warning could be given, another train ran on to the trestle but fell through the weakened structure, killing two and injuring 18 passengers. One parlor car was left standing on the trestle.

SEEN IN THE WORLD OF SPORT

BY ED A. GOEWEY (THE OLD FAN)

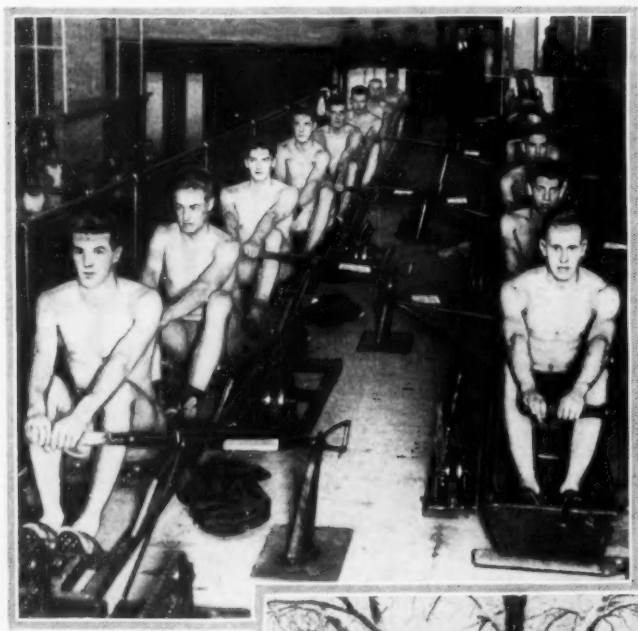


PIPP, LEADING RUN-MAKER

Walter Pipp, first baseman of the Yankees, can look back upon 1916, the 23d year of his existence and his second season in major league baseball, with more than pardonable pride. He tied with Veach, of the Tigers, for the sacrifice fly honors, led in home run clouts with 12 to his credit, and headed all other American League hitters in batting in runs with a total of 99.

A YOUTHFUL AIR KING

Herbert Wolf, the eighteen-year-old Oakland boy, who recently, at Ingleside Beach, San Francisco, set up a new time record for amateurs when he made ten figure eights in ten minutes.



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PREPARING FOR THE 1917 ROWING SEASON

While you are all bundled up in furs and are keeping on the move to prevent the frost from nipping at your toes and ears, do you ever think of the army of young athletes who are working indoors with might and main to prepare entertainment for you next summer? The picture shows the candidates for posts on the rowing crews of Columbia University, who responded to the mid-winter call of Coach Rice. At other large colleges similar preparations are under way.

CENTRAL NEWS

ROUGH RIDING INDEED

Down at Palm Beach, Florida, where the snowball ever is conspicuous by its absence, a new diversion has found favor with the smart set wintering at that famous resort. They call it "sea horse riding," and though, as the picture indicates, there is but a faint resemblance to a thoroughbred in the steeds, those who have learned to govern them declare that bronco breaking is easy by comparison. Races between expert riders of the "sea horses" are a feature of the weekly sport programs

PACH PHOTO NEWS

FAIR SEX SKILFUL WITH THE FOILS

Fencing receives its yearly boom when Jack Frost curtails greatly the number of sports in the open. This year wielders of the foils are carrying out an elaborate program of championship contests in various parts of the country under the auspices of the Amateur Fencers' League. The picture shows three well-known American women fencers, Dr. Alice Gregory (left), Miss Anna Pellew and Mrs. Charles H. Voorhees, winner of the women's championship.

IN THE REALM OF KING WINTER

The Adirondacks in winter are the complete fulfillment of the dreams of lovers of the great out-of-doors when snow and frost hold sway Here nature paints her masterpieces, and a continuous panorama of wonderful scenes thrills the visitors who journey to this mighty natural theatre to skate, toboggan, snowshoe or indulge in other cold weather sports. The picture shows a bit of Lake Placid, one of the most picturesque bodies of water in the entire mountains.

PEOPLE TALKED ABOUT

BAIN

STOPPED A LYNCHING

In Gov. Augustus O. Stanley, the State of Kentucky has a courageous man who appreciates the responsibil ities which his position entails. His pluck and diplomacy recently saved from lynching a negro on trial for having killed a white man in self-defense. On the morning of the trial the attorney for the defendant asked for further time to secure evidence, but a mob, threatening violence, forced the judge to order the negro brought from safety to immediate trial. Gov. Stanley hurried by special train to the scene of the trouble, arriving in time to overawe the mob and save the negro. Two of the 55 lynchings in the United States in 1916 occurred in Kentucky.

PHILLIPS

EARNS A SALARY BUT RECEIVES NONE

There was a time when Miss Kathleen Kimball rose late in the morning and the functions of society occupied her time. Those days are past; early each morning she opens the headquarters of the Spokane Red Cross organization and she leaves the office at the time when tired business men are going home. As secretary of the society, Miss Kimball had much to do with the sending of three carloads of clothing and food to Belgium, from Spokane, recently, and her present task is the raising of funds to equip a hospital unit equivalent to 500 beds.

BAIN

GRANT'S GRANDSON

Algernon Sartoris, a son of Nellie Grant Sartoris and a grandson of Gen. Ulysses S. Grant, is among the latest recruits to the French Foreign Legion. He has lived in Paris almost continuously since his resignation in 1909 as secretary of the American Legation at Guatemala, but he returned to the United States last year to volunteer when war with Mexico threatened. This photograph of him was taken at the time of the Spanish American War, in which he was an aide to Gen. Fitzhugh Lee, and shows him in the uniform of the United States Volunteers. He was also a captain of regulars in the Philippines.

BUFFALO BILL PASSES TO THE HAPPY HUNTING GROUND

No name has been more definitely associated with the development of the great West than that of Col. William Frederick Cody, better known as Buffalo Bill, a title he won in 1867-8 when he killed 4,280 buffaloes in filling his contract to feed the workers on the Kansas Pacific Railway. As a pony express rider, government scout, Indian fighter, United States cavalryman, and member of the Nebraska State Legislature, he served his country faithfully. Colonel Cody was born in Scott County, Iowa, on February 26th, 1846. He died January 10th, 1917. His funeral at Denver, Colo., was attended by 25,000 people. In this picture are shown his old stage coach and his famous horse McKinley.

BAIN

GOES TO FIGHT DISEASE IN FRANCE

At the request of the Rockefeller Foundation, Dr. Hermann M. Biggs, State Health Commissioner of New York, is to go to France to conduct a campaign against the spread of tuberculosis among noncombatants. The agents of the Foundation in France have sent word of the urgent need of such work. Dr. Biggs, since he began his medical work in 1883, has had much to do with contagious diseases and particularly with tuberculosis. He is a member of the International Tuberculosis Bureau and of many scientific societies.

GILMORE

NEXT!

The 42 years in which Andrew Hebenstreit has owned and worked in his own barber shop in Shullsburg, Wis., have brought to him a comfortable competence. In these years he has removed 20 tons of hair in 41,622 haircuts (and in 1900 there were only 1,250 people in Shullsburg). The 301,320 faces he has shaved, if placed side by side, would reach 75 miles. The time consumed in these shaves would total 4,519,800 minutes, or 75,330 hours, or almost 3,139 days, or nearly time enough for 50 good games of checkers.

BAIN

MERIT DEFEATS THE SPOILS SYSTEM

In spite of pressure upon the President to secure the appointment of a Democrat, William Phillips, a Republican, of Massachusetts, has been nominated as Assistant Secretary of State. It is understood that the appointment was made at the insistence of Secretary of State Lansing. Mr. Phillips who is 38 years old, formerly was Third Assistant Secretary of State.

PLAYS AND PLAYERS IN NEW YORK

WHITE

BEAUTY AND GRACE ON SKATES
Cathleen Pope, a big hit in "The Big Show," the latest of the Hippodrome's gigantic spectacles.

WHITE

THE FIRST REAL SUCCESS AT THE CENTURY THEATRE
"The Millionaires' Theatre" has a success at last in "The Century Girl," which has been drawing enthusiastic audiences for months. Here are Hazel Dawn and Irving Fisher in one of the prettiest scenes in the extravagantly staged production.

WHITE

OLD FRENCH ROMANCE
Julia Arthur, at the Criterion, scores another success in "Seremonda," a thrilling 12th century play by William Lindsay, formerly a minister.

LEWIS-SMITH

ALWAYS A FAVORITE
The ever-popular Elsie Ferguson in "Shirley Kaye," at the Hudson Theatre, a new comedy by Hulbert Foot, plays a part well suited to her ripened talents.

WHITE

ATTRACTING THE ATTENTION OF CRITICS
A scene from "The Lady of the Weeping Willow Tree," a Japanese legendary play at the little advertised Portmanteau Theatre, where one finds well-played, well-staged, clever productions.

HARTWIG

THE WELL-LOVED NORA
Nora Bayes, the popular comedienne, is the whole show, verily, at a series of Sunday night and matinee entertainments at the Eltinge Theatre.

WHITE

AN UNHAPPY HONEST MAN
William Collier, the expert and amiable farceur with Margaret Brainerd in the entertaining comedy, "Nothing but the Truth," which has been filling the Longacre Theatre for many a night.

WHITE

CINDERELLA MEETS HER PRINCE
Maude Adams, the popular idol of theatredom, in the fanciful Barrie play, "A Kiss for Cinderella," at the Empire. The ballroom scene is one of the most exquisitely staged sets New York has ever seen.

BAGBY ART GALLERY

A BROADWAY IDOL
Adele Hassan, who is winning commendation for her work in "The Only Girl" now in its third successful season.

DAVIS & SANFORD

STAR OF A POPULAR PLAY
Ruth Chatterton, who is adding to her laurels by clever work in "Come Out of the Kitchen" at the Cohan Theatre.

SONS OF MARS SCALE THE ALPS

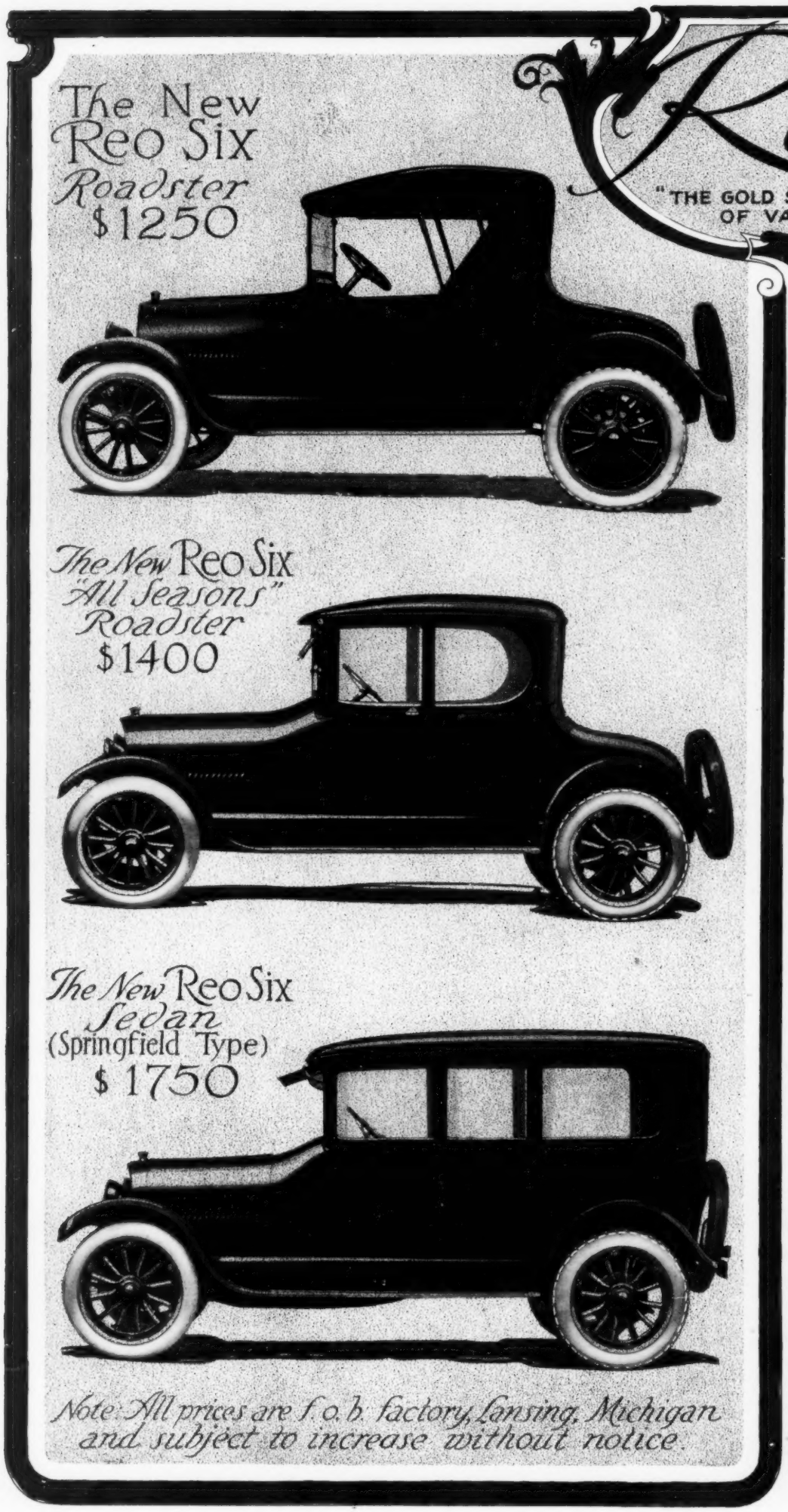
FROM DONALD C. THOMPSON
STAFF WAR PHOTOGRAPHER FOR LESLIE'S

PROTECTION FOR OFFICERS

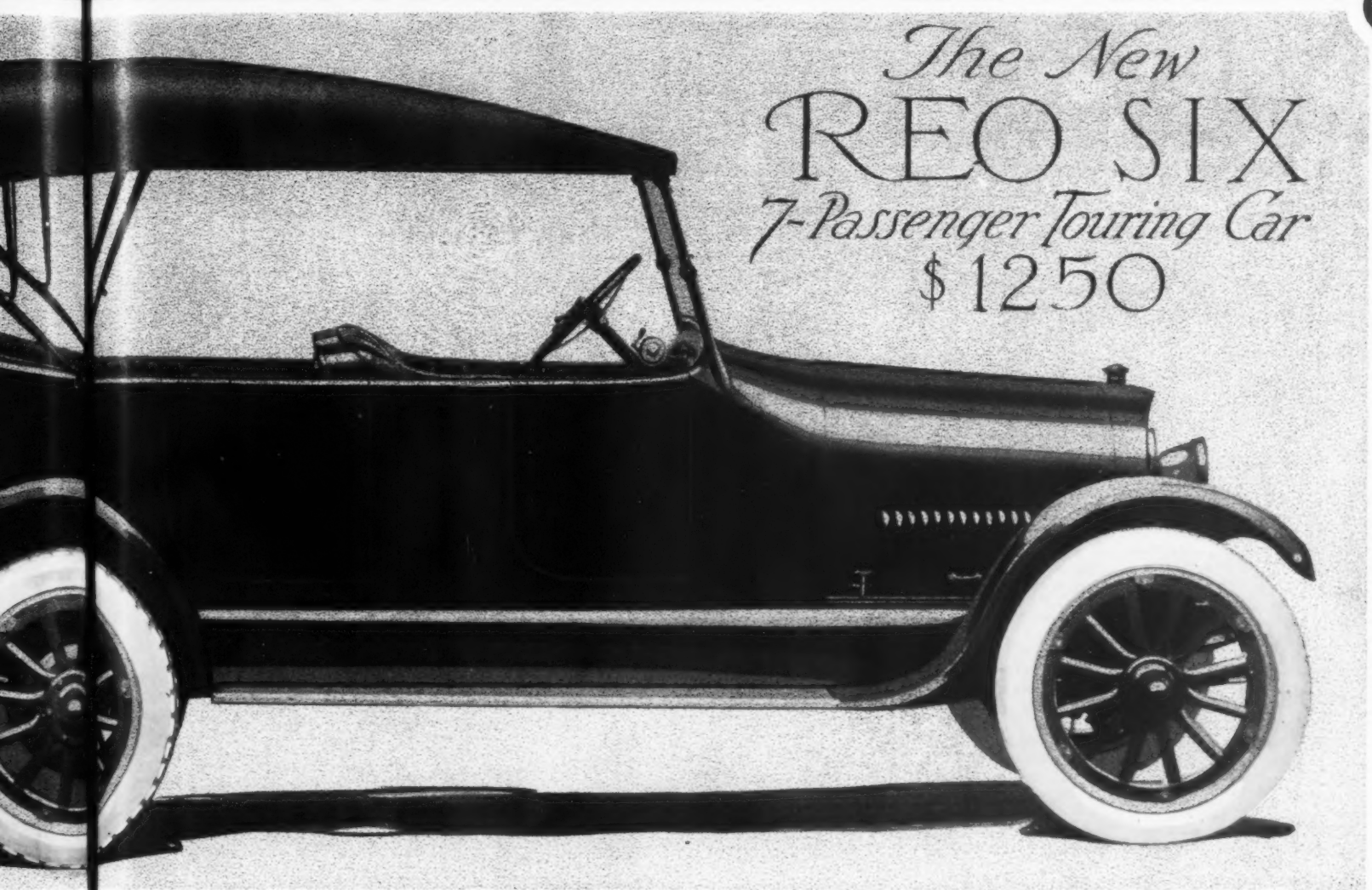
Building a bomb-proof headquarters on one of the higher slopes of the Alps, where Italy and Austria are fighting out their old quarrel. The heavy walls were capped with a concrete roof and earth was piled high over the whole structure. This makes it reasonably safe from shells, and from it radiate the telephone wires that keep the commander in touch with every part of his command.

ITALY'S ARMY IN THE FIELD

Above is a mounted machine gun section making its way up the mountain trail. To the left is a first-line trench, built largely of sandbags mingled with stones. In most places in the Alpine battle fields it is too rocky to permit the digging of trenches.


The New
Reo Six
Roadster
$1250
The New Reo Six
"All Seasons"
Roadster
$1400
The New Reo Six
Sedan
(Springfield Type)
$ 1750
Note: All prices are f. o. b. factory, Lansing, Michigan
and subject to increase without notice.

REO
"THE GOLD STANDARD
OF VALUES"
TELL YOU A SECRET:—
new Reo model several
greatly in excess of the
announce it in the public
aggravate the situation
orders we could not fill.
THE REPUTATION made
past two years, was the
course.
MANY OF THE ORDERS
season—for, as all the
supply the demand for
thousands.
AND, AS MANY BUYERS,
passenger cars and hence
sixes or none, the orders
we stopped production
ment to make this new
AND NATURALLY we felt
orders first.
THIS NEW SIX CHASSIS
same that has been so
REO



Here Is the New Reo Six—$1250

CRET:—W en delivering this several w t demand was so of the possi ly we did not dare the public until now, lest we tuation an the factory with not fill.

ON made Reo Six during the was the re that demand, of

ORDERS h ned over from last ll the world we were unable to nand for th l—not by several

BUYERS, they needed seven- nd hence si sted on having Reo e orders re on the books while duction an d over the equip- his new im odel.

LY we felt bound to fill those

CHASSIS essentials the very en so popu the past two years.

REFINED AND IMPROVED in many important details, making for betterment in performance and in riding qualities but essentially the same in design, for we Reo Folk saw to it that this Six was fundamentally right before we let the first one leave the factory.

SINCE THEN WE HAVE incorporated such changes as we thought would enhance the pleasure of riding in this car—longer wheel base; improved spring suspension; improved carburetor; silent, spiral-bevel driving gears; and other features formerly found only in Sixes of the highest price.

BODY DESIGN IS NEW—in keeping with the progress of the art, the vogue and the preference of buyers.

THIS CONCESSION we always make to the buyer—a body made to his taste and in the latest style.

IN THE CHASSIS we give him that which we know he ought to have—if our long experience and engineering ability is worth anything.

IN EXTERNAL DETAILS it is your ideal of a luxurious equipage—in mechanical principles and construction it is our idea of what constitutes a good automobile.

REO 3-UNIT SYSTEM makes what we believe to be "the Most Accessible Automobile in the world"—hence the low upkeep cost of Reo Sixes.

"50 PER CENT OVERSIZE" in all vital parts—such as bearings, shafts, frame, gears, wheels, wiring, radiator, etc.—makes this Reo Six perhaps 1000 pounds heavier than some of other similar "rated" power and passenger capacity.

THAT IS THE BEST GUARANTEE of the quality that is in this Reo Six. For we do not skimp on either the size of parts nor quality of material to meet a price competition.

ORDERS FOR THIS NEW REO SIX must be in your Reo dealer's hands well in advance of the time you desire delivery.

DEMAND IS TREMENDOUS and will increase immeasurably as the big Spring demand opens up and as owners begin to extol the superiorities of this big, beautiful, New Reo Six. For surely at $1250 this is "The Gold Standard of Values" in Sixes.

EO TOR CAR COMPANY - LANSING, MICHIGAN

LAUGHING AROUND THE WORLD

WITH HOMER CROY

WHERE THE STREET CAR CONDUCTORS WEAR EARRINGS

A QUARTER CENT PER HEAD PER TRIP
Transportation of all kinds is cheap in India. These boys are squandering a quarter of a cent apiece for this thrill. It almost seems as though the donkey could spare some of his equipment to outfit his master a little more completely

THE first thing I wanted to see in India was the Black Hole of Calcutta. I could hardly wait to see the famous prison in which, in 1756, 133 people were suffocated in a single night. One hundred and fifty-six British prisoners, captured by the natives, were cast into a room 18 feet square, and the following morning only 23 of them were living.

Without waiting to unpack my trunk I hurried to the spot, but I was sadly disappointed, for all there was there was a monument with a chain around it. I felt cheated; in America we would have given the visitor something for his money. We would have preserved the prison with its two small windows, and put a showcase in the corner with samples of the nails and a rusty hinge. The restored prison would have been filled with wax figures, their coats noticeably dusty and hunched at the collar, and outside would have been a lineal descendant of one of the survivors selling post-card views and a History of the Hole for a quarter.

I got on the night express at Calcutta to go to Bombay, which is about as far as from New York to Kansas City, and just as the train started I learned something. They don't have one long car, but a lot of little compartments with doors that open out on the side so that when you get to your station you can twist the knob and step out on the platform. Between stations they keep the door locked so that you can't absently open it and step into the surrounding country. I kept waiting for the porter to come to make up my berth, but station after station went by, and no porter showed up. Another man in the compartment explained that they do not have porters on the trains in India; out there everybody carries his own servant. It dawned on me, first, that I would have to make my own bed, and, second, that I didn't have any bed to make. Everybody in India carries his own sheets and blankets. So I spent the night stretched out on a leather seat, with the crook of my arm for a pillow, and handkerchiefs spread at advantageous points up and down the line.

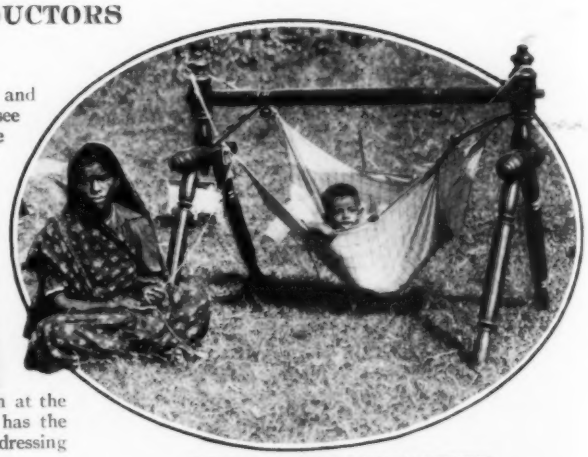
I love to get on a street car in Bombay and ride, just to see the conductor. He wears his turban wrapped around his head and his skirt coiled around his waist, and when he comes down the aisle to collect your fare, his brown knees pop in and out from under his skirt as if it were some kind of game. A Hindu street car conductor doesn't worry much about the rags situated here and there that make up his clothes; his efforts are concentrated on getting a big pair of earrings. It is wonderful what success they have; some of the rings look as if they had been cast for the navy. Their earrings are not little bobs that hang from the lower part of the ear, but are hoops fastened in the top part. The right ear is the favorite; on this they hang the greater part of their silverware.

The policemen wear little round caps and carry umbrellas. On any corner you may see the round cap riding high and dry, while the representative of the law majestically commands the crowd with an umbrella. But there is no better weapon than an English umbrella. The rod is made of wood, after the general pattern of a hoisting derrick, and a person with a fair swing could knock an enemy into the middle of the summer solstice. No man armed with an English umbrella need worry, unless the enemy has light artillery. Instead of neatly wrapping the cover up tight, as we do, they let it sprangle loose, gathering the ribs in at the top with a rubber band, so that the umbrella has the appearance of an actress dashing into the next dressing room for a pin.

India is a great jewelry-bearing country. When it comes to scattering it around, the women favor their ears first, and their wrists second. They wear bracelets clear up to their elbows until they look like a cane rack at Old Home Week. The Hindus are afraid to put their money in the bank so they buy jewelry and string it on their wives. A Hindu can't lift his head and look the world in the eye, if his wife, coming down the sidewalk, doesn't rattle like a milk wagon. Every time she puts up her hand to do her hair, it sounds as if the next number on the program were a muscle dance.

DRESS-MAKING IS A MAN'S JOB
In India the men do the sewing, but there isn't as much of that to do as there might be. The jewelers are still hard at work long after the tailors have closed shop.

Toes are a favorite place with the Hindus for jewelry. The big toe is certain of a silver ring, and if the pocketbook holds out the envious smaller ones are sure to be remembered. Some of the toe-rings have tiny little bells so that when a woman walks it sounds as if the cows were in the corn on the far forty.



HINDU DOMESTIC ENGINEERING
The motive power of this native cradle is the string which the mother holds and pulls back and forth until the baby is rocked to sleep or gets sun-struck

The women of India don't go in very much for dressing. Jewelry is about all they wear—and they wear that at inconspicuous points. They seem to take a personal pride in seeing how much money they can save their husbands on clothes; and their husbands see with how much jewelery they can surprise their wives. The Mohammedan women are very careful to keep their faces covered up; it never occurs to them that other parts might need protection as well. The women wear a waist with sleeves that comes just below the collar-bone. They have great confidence in the waist, for they feel that they don't need anything else until they get to the skirt. The skirt is far removed from the collar-bone.

Four things in India are held sacred: cows, crows, snakes and monkeys. How they came to select these, above all others, to put on the sacred list, is more than anyone knows. You would have to hunt a long time to find anything homelier than a sacred cow. The sacred cows are of a soiled white, and they have long drooping jackrabbit ears and camel's humps on their necks just where the collar button would come. They look about as sacred as a cornsheller.

These cows wander up and down the street and when they come to a grocery store they calmly begin eating the vegetables on display; the grocer cannot drive them away for they are sacred—all he can do is to stand there with a plaintive, pleading expression in his eyes and hope that the cow is not feeling well. From one grocery store to another they take the middle of the sidewalk. They won't turn out under any consideration—they've got to have the middle of the sidewalk. It takes the last remnant of my gentlemanly instincts to step out into the gutter to let a cow pass. I just itch to get my hands on a club—if I could, there'd be an awful concussion on about the fourth sacred floating rib.

Ponder over it as I may, I have never been able to figure out why anybody, who hasn't been out in the sun too much, should pick a crow to hold sacred. One would think that if they were going to pick any bird to hold sacred they would select a beautiful one, for India has hundreds of beautiful birds—and by no wild leap of the imagination could a crow be called pretty. I thought our American crows were homely, but they are beautiful alongside the Bombay crows. The Bombay crows are the dirtiest, greasiest, most dilapidated looking birds I ever saw in my life. They take full advantage of their sacredness: they will swoop down and pull vegetables out of a basket a person is carrying, and will come hopping in and drag things off the table—especially things that will spot the carpet—

(Continued on page 137)

THE HINDU HUSBAND IS AN OBJECT OF PITY ON WASH DAY
"The poor benighted Hindu; for clothes he makes his skin do," all of which is fortunate for the head of the house, for on wash day, when the whole city convenes at the public washing-place, he is very likely to be obliged to do the scrubbing as well as turn the wringer, only there isn't any wringer.

WITH THE BRAVE CANADIANS

(Continued from page 123)

drilling. In the early days a restive feeling developed because they were held for a long time in the rainy season, being drilled in open order fighting. There has been little or no fighting of that description, but the drilling in England was nothing compared to what it is to-day out here, behind the firing line.

School for instruction in every style of warfare is held, including the throwing of bombs, the handling of the latest form of trench mortars and machine guns, and guarding against gas attacks.

The men are instructed in adjusting the gas-helmet so that it fits snugly over the face. It is of an improved shape, in fact I was pleased to hear that it was similar to the German mask—as that told me that the English trait of not admitting the superiority of any other's idea was being overcome by intelligent officers.

The men are not only drilled in the adjustment of the masks, but they are subjected to a gas attack to get them used to the effects of it. I did not enter the shed devoted to the test of the poison gas, but the ordinary gas left quite a pleasant smell as of cider, after the bulk of it had escaped.

"But," I inquired, "are you not taking great chances, actually drilling the men in the gas?" "On the contrary," was the reply, "if any man was affected by it, that shows that he had disobeyed orders, and he is liable to fatigue duty."

I was delighted to see and hear of the cordial relations existing to-day between the Regular or Imperial army officers and the Canadians. The War Office assigned one officer from the regular army to every headquarter staff. The politicians tried to make trouble by saying that it showed a lack of trust on the part of the General Staff, but it is universally admitted to-day that the discipline has greatly improved, and that it has been a benefit all around.

The health of the men is splendid; in fact, with the exception of shell shocks that some men suffer from, they are in the pink of condition, showing that as regards the actual *animal life* of the man (if I may be allowed to use that expression) there is little room for improvement.

I met two Generals of Division who have been out from the start, both of whom assured me that the spirit of the men was splendid; they knew they had the Boche licked, they were better shots, they fought more intelligently, and their hearts were in the fight, and they had gained greater experience in taking care of themselves. Take the case of "trench feet." A General of the Canadians assured me that he had had only one case so far this winter. He said it was not luck, but the fact that they were observing methods to prevent the trouble. They were making their trenches better to begin with, with a wooden grid at the bottom, so that the men did not have to stand in water, and the men went into the trenches for only a few days at a time. Each man, as he went on duty, took two pairs of socks, and wore one pair, while the other was hanging up to dry.

Another great improvement was the operation of the field kitchens right under fire. As they were advancing the men pushed forward buoyed up with excitement and had neither time nor desire for meals; but after they had accomplished their purpose and gained their objective, they found themselves exhausted, and the reaction set in. That was the time for hot soup, coffee, and the regular rations to be served to them.

Christmas was approaching as I entered the Canadian lines, perhaps that was in the mind of the healthy looking youngster, who shouted out, "Say, Bill, when are they going to release that dove?" Evidently his longings were elsewhere. The news of the

(Continued on page 134)

NEW-YORK LIFE

INSURANCE COMPANY

346 & 348 BROADWAY - - - NEW YORK CITY

TO THE POLICY-HOLDERS AND THE PUBLIC:

A brief of the chief activities of this Company during 1916 runs as follows:

New Paid Business $263,048,300.00

Of this total $239,090,873 was secured in the United States.

Total Income. $138,559,395.79

From New Premiums	$10,241,497.43
From Renewal Premiums	$82,843,015.14
From Interest and Rents	$38,108,768.16
From miscellaneous sources (exclusive of increase in Book Value of Assets)	$7,366,115.06

Total Payments to Policy-holders $81,415,138.36

In Death Losses	$29,332,346.32
In Endowments	$11,384,424.69
In Dividends	$19,695,355.33
In Surrender Values	$19,551,361.00
In Annuities	$1,414,154.02
In Disability Claims	$37,497.00

Significant Facts:

Mortality Rate reduced
Expense Rate reduced
Interest Rate increased
New Business increased

Invested During the Year in Bonds and Mortgage Loans . . $70,717,602.17

To pay 5.26%.

Added to Legal Reserves	$24,676,393.00
Market Value of Assets, Dec. 31, 1916	$866,988,841.57
Legal Liabilities	$728,226,426.34
Reserved for Dividends and Contingencies	$138,762,415.23
Outstanding Insurance	$2,511,607,274.00

Represented by 1,228,601 policies.

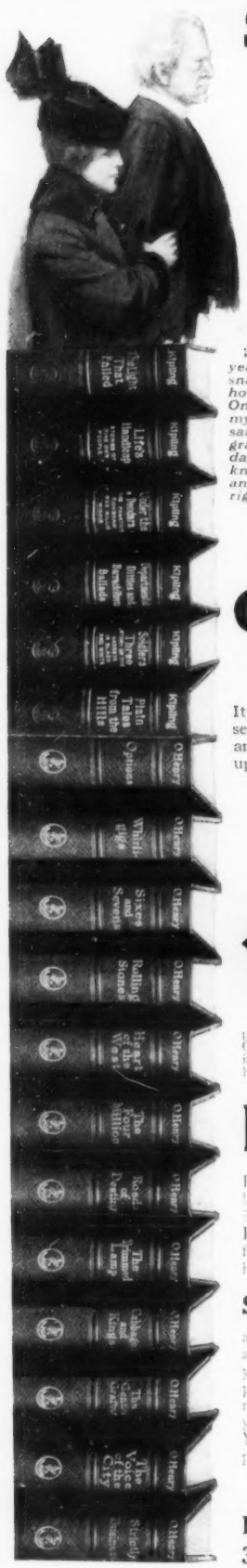
The actual mortality of the Company expressed in the per cent. which it bears to the expected death losses according to the tables of mortality adopted by the State for valuation purposes through a period of years is as follows:

1912 Actual death losses 76% of the "expected"
1913 Actual death losses 73% of the "expected"
1914 Actual death losses 73% of the "expected" (5 mos. of war)
1915 Actual death losses 73% of the "expected" (12 mos. of war)
1916 Actual death losses 71% of the "expected" (12 mos. of war)

The Seventy-Second Annual Statement of the Company will be filed at once with the Department of Commerce in Washington and with each State of the United States and each country where we do business. A brief of that statement will be sent gratis to any person asking for it.

DARWIN P. KINGSLEY,
President

When the Rattlesnake Struck



Judge!

When you sent me up for four years, you called me a rattlesnake. Maybe I am one—anyhow you hear me rattling now. One year after I got to the pen, my daughter died of—well they said it was poverty and the disgrace together. You've got a daughter, Judge, and I'm going to make you know how it feels to lose one. I'm free now, and I guess I've turned to rattlesnake all right. Look out when I strike.

Yours respectfully
RATTLESNAKE.

Thi is the beginning of one of the stories by

O. HENRY

Send Coupon for the 12 Volumes, 274 Stories

It costs 40% more to make these sets, because paper and ink and binding have all gone up. This is your

Last Chance for the Low Price
Send Coupon at once!

Up—up—up goes the sale of O. Henry, higher and higher every day. Long ago he reached high above all records in the world for the sale of short stories. And still the sales climb until soon there will be no home without O. Henry. 1,600,000 already in the United States! How many thousands in Australia, France, England, Germany, Africa and Asia we cannot tell. And all because O. Henry is among the few very greatest in all literature—greatest in humor, human sympathy, in pity and understanding. The man on the street loves him; the university professor pays him homage. The sale of O. Henry will go on forever, for his is a quality that is undying. But the sale at this low price must close now. So now, while you can, get your set. You must have O. Henry if your library is to be complete. You must have O. Henry if you are to get out of life the beauty and fun it holds. You can have his work at half price if you send the coupon today; you can have, besides,

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Before the war started, Kipling easily held place as the first of living writers. Now we know him to be greater than ever. For in his pages is the very spirit of war. Not only the spirit of English war, but the spirit of all war regardless of nation or flag—the lust of fight, the grimness of death, and the beating heart of courage.

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Send me on approval, charges paid by you, O. Henry's works in 12 volumes, gold tops. Also the 6 volume set of Kipling bound in cloth. If I keep the books, I will remit $1 per month for 16 months for the O. Henry set only and retain the Kipling set without charge. Otherwise I will, within ten days, return both sets at your expense.

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This beautiful three-quarter leather edition of O. Henry costs only a few cents more a volume and has proved a favorite binding. For this luxurious binding change above to $1.50 per month for 14 months.

THE BRAVE CANADIANS

(Continued from page 133)

German peace talk had just reached them, and it was considered a huge joke.

Then the French had recently taken 11,000 prisoners and over 250 guns at Verdun, and everybody was elated, and said, "That is the answer to peace talk, at this stage of the game."

Another day the Commissioners from British Columbia were in camp taking the vote on the provincial referenda, and the men solemnly wrote their ballots within a very short distance of the actual firing line. What a splendid thing it is to allow them to participate in the affairs back home and not disfranchise them because they thought enough of their country to go to fight for it!

We passed many German prisoners working on the roads, which naturally, owing to the traffic, and the wet weather, would become a morass of mud if not attended to. They did not impress me as being a very intelligent body of men, but they seemed quite contented. They certainly were not working hard—in fact an American contractor would have called it loafing on the job. But I don't know as you can blame them for that. Naturally they were not desirous of helping their enemy more than they were obliged to. Some were munching food, one or two were eating bully beef out of tins, and they were not badly clad. Evidently they were too well cared for to try to escape.

The town of Arras itself has been shelled so repeatedly that there are few houses not damaged or destroyed, the imposing Cathedral being also a mass of ruins. I did see just one church that had not been destroyed. The town is undermined with cellars formerly used for the storage of various commodities, principally cheese. Many of these cellars communicated with others and you could travel quite a distance underground. Now they are being used as dwelling places by the few remaining inhabitants, and as I walked around I saw stove pipes from cellar windows or doors.

Outside the town are the trenches once occupied by the Germans, but now in possession of the Allies. The trenches, all floored with wooden grids or "bath mats" as they are called, are very confusing to get around in, owing to the many traverses, and irregular lines and salients leading to the various dug outs. These are all carefully named and depicted on the officer's maps.

Apparently there is a plentiful supply of all kinds of ammunition to-day. I saw various kinds of trench mortars and hand grenades and plum-puddings by the hundreds all in readiness for use at a moment's notice.

In the very front line, the men carefully watched through their periscopes for any movement above ground. They also carefully listened for the least sound of approach through the earth. All this time the Germans were shelling us with their minnewerfers and rumjars, as they are dubbed.

It is a wonderful sight to see the havoc wrought by the artillery fire, before advance is made, and it is difficult to believe that anything can live under that fire. The enemy wire entanglements are not so formidable to-day, as they are practically all destroyed before the advance is made, but the shell holes in the ground make it difficult to walk about, and the trenches are so badly blown up as to be almost impassable.

A junk dealer would make a fortune had he the right to gather up all the pieces of clothing, shells of all kinds, exploded and unexploded, and various other pieces of metal that are strewn over the ground.

I was quite interested to see one of the "tanks" that achieved so much notoriety a few months ago, but my interest was suddenly arrested, as a couple of shells screamed over my head, and exploded near by, and I beat a hasty retreat— Oh, well, the censor probably would have suggested that I leave a description of tanks for a future article, so what was the use of staying?

Highest Award Gold Medal, San Francisco Exposition

Your Washing Done for 2c a Week

Electric or Water Power Will Do the Work

I have built a new "1900" power washing machine. I consider this machine the most wonderful washer ever put on the market. Tub built entirely of high quality sheet copper, it is the strongest and most durable machine made. It is constructed on a brand new principle and I will guarantee that this machine will not tear clothes, break buttons or fray the edges of the most delicate fabric. It will wash everything from heavy blankets to the finest lace without damage to the goods.

This new "1900" washing machine can be connected with any electric socket instantly and is started and stopped by a "little twist of the wrist" and it will do your washing for 2 cents a week.

I also make a lighter power machine which can be run by water or electric power. On most of these machines the motor will run the wringer too. Just feed in the clothes and this power wringer will squeeze the water out so quickly and easily you will be astonished. It will save 50% time, money and labor every week. The outfit consists of washer and wringer and either electric or water motor, as you prefer, and I guarantee the perfect working of each.

I will send my machine on 30 days' free trial. You do not need to pay a penny until you are satisfied this washer will do what I say it will. Write today for illustrated catalog. Address: H. L. Barker, 6325 Court St., Binghamton, N. Y., or if you live in Canada, write to the Canadian "1900" Washer Co., 355 Yonge St., Toronto, Canada.

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TIRES LAMPS, HORNS, pedals, single wheels and repair parts for all makes of bicycles at half usual prices. No one else can offer such values and such terms.

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Used by speakers and singers for 60 years.

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Regular Sizes 25c, 50c, $1. At Druggists.

JOHN I. BROWN & SON, Boston, Mass.

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We will not give you any grand prize if you answer this ad. Nor will we claim to make you rich in a week. But if you are anxious to develop your talent with a successful cartoonist, so you can make money, send a copy of this picture, with 6c in stamps for portfolio of cartoons and sample lesson plate and let us explain. **The W. L. Evans School of Cartoning,** 823 Leader Bldg., Cleveland, Ohio

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Piedmont Red Cedar Chests protect **furs** and woolens from moths, mice, dust and damp. Finest wedding or birthday gift. Direct to home, **15 days' free trial.** *Write for 64-page catalog with reduced prices. Postpaid free.*

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AGENTS

If you make less than $1200 a year you should get in touch with us, the largest manufacturers of transparent handled Knives and Razors in U. S., and we will show you how to make more. Special outfit offer.

$100 A Month Sure

NOVELTY CUTLERY CO., 88 Bar St., CANTON, OHIO

MEN WHO ARE MAKING AMERICA

(Continued from page 122)

the right track and that one day his example would have to be followed. His enormous new plant and his welfare plan were costing a mint of money. The rapid expansion of his business—in two years he sold as many machines as he had sold in the previous 22 years—necessitated extensive capital.

Like a thunderbolt came the announcement from the bankers that he must pay off loans. Not a dollar could he obtain from any bank in Dayton. This, Patterson's critics and enemies chuckled, would put a quietus to his welfare capers.

It almost did. Patterson, however, was a born fighter. It was a time of tight money and outside banks were indifferent or worse. Finally, a New England financier sent a representative to Dayton to analyze conditions. He learned the cause of the trouble and he learned also that the Patterson brothers were men of unimpeachable character, of indefatigable industry, of indomitable will and that they were conducting a growing, profitable business. All this appealed to him and he offered to lend them several times the amount they had asked. Had the character of the Pattersons not withstood the searching test, the history of the National Cash Register Company might have ended disastrously.

WHERE EVERY PROSPECT PLEASES

Mr. Patterson has transformed an unsightly suburb of Dayton into a beautiful industrial community, where every art of landscape gardening has been called upon to supplement the highest architectural skill, as shown in the administration building above.

Mr. Patterson's activities on behalf of his employees multiplied. Slidertown began to blossom. Besides the boy club gardeners, grownups in the neighborhood became so greatly enamored of the beautiful that, under consistent encouragement, they began to spruce up their homes and particularly to surround them with flowers and lawns.

Mr. Patterson also worked laboriously and against much discouragement to arouse the citizens of Dayton to make of it "The City Beautiful." He also threw himself enthusiastically into reforming the administration of the city, then politics-ridden, not to say corrupted. Like most reformers, he made enemies. Nor did he wholly escape the trouble with workers which other employers had predicted. During a period of acute labor unrest throughout the country, whisperings began to be heard that a section of the Cash Register workmen were to strike. Mr. Patterson's kindness had been misinterpreted as weakness. Some of the men wanted to become masters of the establishment.

On learning that a strike was to be called by a part of the workmen, he assembled the whole force, explained that he understood some of them were dissatisfied, told them he himself was not wholly pleased with the way things were going and announced that a rest would probably do them and him good. He closed the whole works without intimating when they would be reopened and went traveling.

At first the prospective strikers were jubilant over their "victory." Within a fortnight, however, other classes of employees began to criticise the malcontents. Another week passed, and still no intimation of reopening. Inquiries began to be made as to when work would be resumed. No comforting information was forthcoming on the subject. At the end of a month things began to be made unpleasant for those responsible for the shut-down. Petitions began to be sent Mr. Patterson to come back and open the gates. But not until two months had passed did he announce that he would return to Dayton, although he intimated that he had been invited to locate his works at other more convenient points.

The whole city prepared to give Mr. Patterson a welcome home with brass bands, public receptions, complimentary dinners, and laudatory speeches. Sober reflection had convinced the citizens that Dayton could not afford to lose Patterson.

He would have none of their joyful reception. Instead, he replied by outlining a long list of things Dayton citizens ought to do to make their city more attractive, more efficient and more healthy.

He reopened the works and there was not another murmur of a strike, and since then he has had no trouble with labor.

Operations were resumed with a hurrah. The demand for National Cash Registers increased enormously. Mr. Patterson's system of training salesmen was bearing fruit. Every employee was filled with ambition to do his or her best. National Registers, pushed with redoubled energy, were driving others from the field. The enthusiasm of the salesmen sometimes outran their discretion.

When the national mania for trust busting swept across the land the Government did not overlook the National Cash Register Company. Was it not rapidly becoming almost a monopoly? Patterson's reply to that was that he owned the basic patents for cash registers and that he was entitled to fight competitors both legally and commercially. Fight them he did without mercy. Into the rights and wrongs of the Government's prosecution I cannot here enter. A lower court sentenced a number of the officers and responsible employees of the company to a year's imprisonment, but this verdict was quashed by the higher court. The Government did not drop the matter, but started to prosecute the company under the civil section of the Sherman Law, and rather than continue at loggerheads with the Administration for another year or two, demoralizing the whole organization, Mr. Patterson was induced to plead guilty to the technical charge of "conspiring" to build up a monopoly, a business policy which Mr. Patterson had all along contended he was entitled to follow by reason of his exclusive patent rights.

(Continued on page 137)

After Meals—*Billiards!*

Of all the hours in the day the "Billiard Hour" is best. Then fathers and mothers gather with their happy brood around the Brunswick Carom or Pocket Table, now the life of thousands of homes.

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>
> H. J. DOWD,
> Spirit Lake, Iowa.

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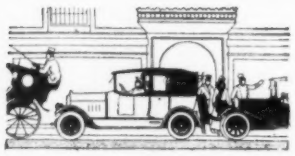

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LESLIE'S TRAVEL BUREAU

EDITOR'S NOTE—*This department will give specific information to* LESLIE'S *readers who are planning to travel at home or abroad. Correspondents are requested to state definitely their destination and time at which the proposed trip is to be made. This will facilitate the work of this bureau. Stamps for reply should be enclosed. Address Editor Travel Bureau,* LESLIE'S WEEKLY, *225 Fifth Avenue, New York City.*

NORTHERN WINTER RESORTS POPULAR

ONE has never fully lived till he has spent a day with the Frost King and listened to the musical click of skates on ice, tasted the elixir of life in fast tobogganning or rushed madly down a snowy slope on smooth-running skis. True, the sunshine and flowers of warmer climes appeal to the majority during winter, but the number is increasing of those who find their greatest pleasure in natural outdoor pastimes in the invigorating atmosphere of our northern winter resorts.

Scandinavia and the Alps are no longer the centers of attraction for lovers of winter sports. America has awakened to the benefits and pleasure of the reaction of exercise in the open in zero weather. The mention of Quebec, Montreal, Saranac Lake, Poland Springs, the Poconos and St. Paul suggests, besides summer skies, canoes and fashionable hotels, winter's bracing atmosphere and hundreds of jolly visitors. Even Californians are appreciating the change from a cycle of everlasting sunshine to winter sports high in the Sierras, where a winter carnival is held at Truckee. For the past four or five years leading northern cities have been taking up the ice-skating craze, till now dancing is but second in popular favor. New York, nearly always a leader, this time is only a follower, but it is catching up and is in the grip of the winter sports craze. Public open air rinks are springing up like mushrooms over night, and that scorn of the average New Yorker, Brooklyn, boasts the possession of the largest rink in the country. Even tennis courts are being flooded and many are thus enjoying a private rink, where safety is not the least attraction. New York's leading hotels are taking up the craze. The Biltmore, with its usual foresight in adopting novel features, last year opened an attractive little open-air rink, and this year one at the Waldorf is vying in popularity with that at the Biltmore. Even if New York must hand Chicago the palm for first popularizing winter sports, at any rate New York has now added one more attraction to substantiate the claim that it is America's greatest all-year-round resort.

If you have been in the habit of going South each year as the winter advances, why not consider a trip to one of the popular northern resorts and enjoy a vacation unique, health-giving and satisfying to those vigorous enough to stand the rigors of a winter climate?

The Pennsylvania System has had a 100 per cent. safety record for passengers for the past three years in which time they have carried over 550,000,000 persons.

The first real Pullman, built in 1863 costing $20,000 was operated solely for men. Mrs. Abraham Lincoln was among the first women in this country to travel in a sleeper.

The United States has two active volcanoes as sights for tourists—Mt. Lassen in California and Kilauea in Hawaii.

The old-fashioned hand-car for railroad workmen has been replaced with a motor-driven car.

The Big Trees of California, some said to be 4,000 years old, are to pass into the hands of the government assuring their preservation.

The border military camps near El Paso are proving of great interest to travelers to California via Southern routes.

The Confederate veterans next May will hold their annual convention in Washington, the first time Southern veterans have chosen a northern city for their meeting.

Forty-three years ago the first through train for California left Chicago. Now nine through trains leave Chicago daily for California over various lines.

The railways are now distributing directories of golf courses in their territories.

A. S., Richmond, Va.: The climate of Montgomery, Ala., in March is most attractive. Railroad fare from Richmond $18.61 each way; no excursion tickets issued.

G. W. T., Selma, Ala.: The Southern Pacific Company issues a very good handbook of Nevada giving general information for the settler. Sending you a copy.

E. H. L., Fairmont, Minn.: The waters of numerous springs in the United States and Canada are said to be efficacious in the treatment of rheumatism, gout and kindred afflictions. Sending you a list of the best known.

E. R. R., Pittsburg, Pa.: 1. The average daily temperature at Pinehurst, N. C., is 51 degrees. The sandy soil acts as an absorbent, making the air very dry, even after rain. For detailed information write direct to the General Office, Pinehurst, N. C.

W. B., Michigan City, Ind.: Summer tariffs will not be in effect until May, but, based on last year's rates, the summer excursion fare from Chicago to San Francisco, one way via Portland, would be $90. Side trips to Glacier Park last summer ranged in price from $7.50 for one-day tours to $22.75 for six-day tours.

E. L. K., Helena, Montana: The returning traveler from the Pacific Islands scarcely ever speaks of typhoons nowadays. The large and commodious steamers have made ocean storms a bug-bear of the past. Hawaii is reached on local tickets from San Francisco only via the Matson Navigation, Great Northern Pacific and Oceanic Steamship Lines. On other lines, visits to Honolulu can only be made as stopovers on through tickets. Local tickets from Vancouver can be purchased to Honolulu via the Canadian Pacific Ocean Services, and these have an added attraction in that they are interchangeable with any local lines between the Islands and San Francisco, making it possible to travel one way from Vancouver and return the other via San Francisco.

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Owing to the tremendous increase in the cost of paper, labor and materials, Vogue—rather than lower its standard of production in the slightest degree—will raise its price on Feb. 15th, from $4 a year to $5.

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$4 Now—$5 Later

To take advantage of this Last Chance Offer to secure Vogue at $4 a year, your order must be in the mail by midnight of February 15th; after that date, Vogue will cost you $5. Don't bother to send money now, unless you wish. Just fill in and send in the coupon. A bill will be sent you in due course.

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MEN WHO ARE MAKING AMERICA

(Continued from page 135)

To the American public the crowning achievement of John H. Patterson was that which won him the title "The Savior of Dayton," on that memorable day and night of March 25-26, 1913, when the greater part of the city was floodswept and laid under as much as 17 feet of water.

It was Patterson who, hours before the flood came, by every possible means of communication, aroused the city to its danger and gave instructions how to prepare for the coming avalanche of water. It was Patterson, too, who summoned his executives and other forces to their Industrial Hall, mounted the stage, and announced: "I declare the National Cash Register Company out of commission and I proclaim the Citizens' Relief Association."

From the Patterson factory came rafts and boats at the rate of one every seven minutes! Patterson became the dictator of the whole rescue work. So brilliantly did he command that when General Wood and Secretary of War Garrison reached the scene they announced: "We can do nothing beyond what you are doing."

To describe John H. Patterson's personality would require pages. His business methods and his whole mode of life are novel. His brain works night and day. At his bedside is a pad and pencil on which he commits ideas the instant they enter his head. To his secretary he dictates dozens of orders every morning to be transmitted to different heads of departments.

Mr. Patterson rises regularly at 6:30, indulges in a glass of hot water for breakfast, works like a battering ram until noon, lunches on some fruit or vegetables, takes a nap for a couple of hours and spends the remainder of the day as his fancy dictates. For dinner he eats nuts, fruits and vegetables. For years he has not tasted meat or fish or fowl. His home is a quaint, unpretentious, old-fashioned, delightful place on the top of a hill overlooking the plant and formerly owned by his ancestors. Here he lives with a grownup son and daughter, who are both interested in their father's activities.

Almost singlehandedly John H. Patterson, following the flood, reorganized the civic administration of Dayton. The City Manager plan instituted there has been notably successful and Dayton is now better governed than ever before.

"I feel," he told me, "that I have only a few more years to live and my main object in life now is to influence others, especially employers, to have more consideration for their workers; for after he has a competence, money can do nothing satisfying for a man's own wants. It is useful only in enabling him to do good. I would rather spend money to bring my fellow beings out into the open, into God's sunshine, and enable them to enjoy the beauties of nature than hoard great wealth for my children."

I asked Mr. Patterson for some suggestions for the attainment of success and this is what he laid down:

"Learn to overcome difficulties while young. The farm is the best school, for it teaches the fundamentals of success. Then: Hard work, common sense, good habits, practical experience, the value of a dollar."

LAUGHING AROUND THE WORLD

(Continued from page 132)

but one cannot touch them, for they are sacred. And they retire so late at night! They dearly loved to sit on a limb outside my window and engage in scandal and gossip until a late hour, in harsh voices until I would give anything, if before I left Missouri, I had packed a shotgun. As for sacred snakes, India produces some fine ones but they are in the same class as the crows with me. Monkeys are in a class all by themselves, and when one playfully tosses a tile from the roof at my head I miss that shotgun more than ever.

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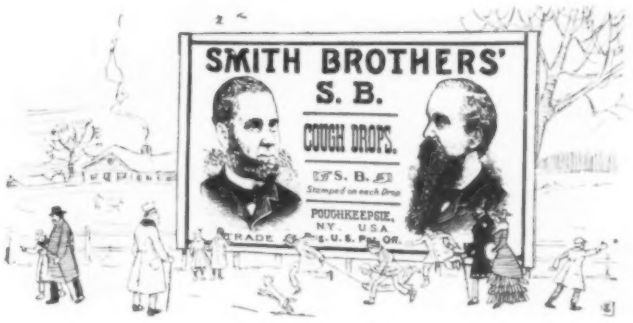

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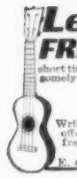

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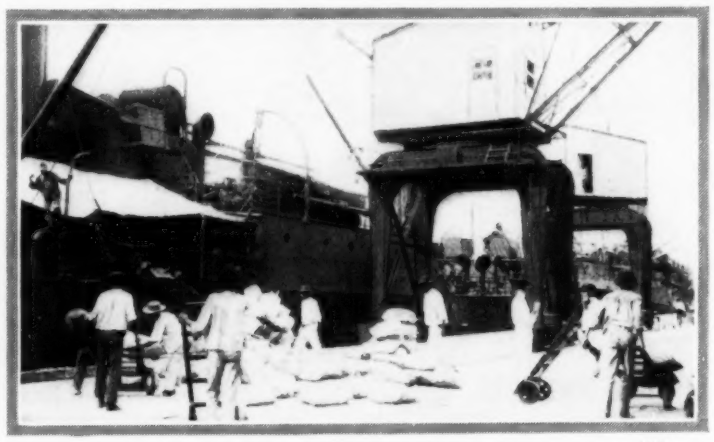

THE DOCKS AT THE WORLD'S GREATEST RUBBER PORT

The city of Para is one of the important seaports of Brazil, the largest country in South America. Brazil has a larger foreign trade than any other South American republic and its coffee trade is of even greater importance to it than the wheat trade is to the United States. Next to coffee, the shipments of which amount to 60 per cent. of the total exports, rubber ranks in importance and most of the rubber is exported through the port of Para, the capital city of the state of Para. The city's population is about 75,000.

IT is the duty of a government to protect its citizens and to use every legitimate means to extend the nation's trade. With the exception of Germany, no other country is so persistently aggressive and keenly active along these lines as Japan. For years she has desired a larger trade with Latin-America, the one section of the world where her business is relatively small. Her preliminary move for developing trade in those countries was the establishment of a national steamship line from Yokohama touching first along the Mexican coast and then at every port of South America down to Coronel, Chile. Strange to say the best customer of the line was China, whose merchants shipped tea, silks, bamboo-ware, china and other products to the Latin-American republics, while her coolies came in droves to work on plantations and in mines. This condition of affairs did not entirely please Japan. Visualizing years ahead, the shrewd men of Nippon saw China dominant in these lands, with sufficient Chinamen there to make a continual demand for home goods. Japan sent a commission to study the problem, and following the return of that body, antagonistic sentiments toward Chinese goods and Chinamen began throughout Central and South America; in many instances laws were passed prohibiting Chinamen from entering certain republics. Japanese curio stores commenced to open in the towns and cities of those lands. The Japanese traveling man, proficient in Spanish, arrived. Before long a reciprocal trade started, goods being carried by the Japanese ships. The next move was the extension of the itinerary of the steamship line, through the Straits of Magellan to Montevideo, Buenos Aires, up along the East Coast of South America to Rio Janeiro, a contract ultimately being concluded with the Government of Brazil whereby the Japanese Commercial and Navigation Co., in exchange for mining, agricultural, logging, smelting, navigation and other privileges, agreed for ten years to import annually 10,000 coolies into Brazil. Since the terms of this concession from the Brazilian government have become known, the authorities say that their object in permitting the entrance of the Japanese was only to raise rice, a commodity largely used in Brazil. But the excuse is too palpable. Anyway, the Japanese are in Brazil to stay, and their presence there is a decided menace to us politically as well as to our economic interests. It is a knock-out blow to Pan-Americanism and it may at some future time involve the Monroe Doctrine. We cannot find fault with Japan for what she has done, but had we encouraged Brazil to let the Chinese rice-grower flock into her territory, we at least need never have feared aggression from China. And had our Government the ability of the Japanese statesmen, their move on the diplomatic chessboard could have thus been checkmated.

Drought and locusts have reduced pasturage and fodder in the Argentine this season so extensively that the question of feeding cattle and stock during the approaching winter is already a serious problem. This makes the moment opportune for the advent of the American silo into South America, where it is practically unknown. To get control of this market it will be necessary to send a thoroughly versed and well-informed representative into the territory to instruct the natives about the machinery and the preparation of ensilage, as well as the best method of filling silos. Then he should remain for a year or so educating the farmers in the use of the fodder thus stored for feeding purposes. To give some idea of the savings from using silos, one experimenter states that a ton of ensilage of green Indian corn can be prepared in Argentina for about 90 cents as against $40 a ton, the price now asked for alfalfa, the usual winter fodder.

TRADE ITEMS OF INTEREST

Unable to get cheap coal Chilian locomotives are now burning wood.

Bolivia is now connected with the world by a wireless station near La Paz.

The citron crop of Greece this year will be 4,000 tons as against the average crop of 10,000 tons.

Japan exported $1,712,870 worth of matting last year, the United States taking 64 per cent. of the total output.

Portugal has established a line of steamships to ports of Brazil, using for this purpose eight interned German ships which she captured.

Brazil is rapidly becoming a meat exporting country, her meat exports for 1916 having increased over 18,000 metric tons. England buys her meat products.

ANSWERS TO INQUIRIES

Mr. Aughinbaugh will answer all inquiries about foreign trade subjects promptly by mail. Such answers as are of general interest are printed under this heading. All subscribers to LESLIE'S *are invited to make use of this service, which is entirely free.*

J. O'C.: I doubt if it would pay to open an umbrella factory in any country of Latin-America.

O. P. L.: Wrist watches are in common use all over the world. The idea is of English origin. Many are used in Latin-America.

T. A. B.: Ice cream and beer containers could be sold in Latin-America, although the habit known as "rushing the growler" is unknown in these lands.

C. E. D.: Brazil, Peru and Chile have cotton and woolen mills, but do not manufacture enough for home consumption and are large importers of these articles.

M. A. A.: European and American life insurance companies operate in Latin-America and the Orient. There are also many local companies doing ousiness. I would not advise you to organize a fire-insurance company for Latin-America. Countries having fire insurance have many fires, while those without this protection have few.

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THE TREND OF PUBLIC OPINION

(Continued from page 124)

Colorado mining district, declared that "the personal relation in industry, entered into in the right spirit, gives the greatest promise of bridging the chasm which has opened up between the employer and the employee." Absentee ownership has been one of the perils of modern industry, but 18 months ago Mr. Rockefeller went to the strike district of Colorado and banished it. From camp to camp he went, visiting the miners in their homes, getting acquainted with their wives and children, discussing with them their school and amusement problems. With a new friendly relationship established he met the men to discuss their grievances. Every request of employees was granted, or if that was impossible they were convinced that the company's position was just and right and in the common interest. Permanent boards were created for hearing all complaints. The plan has worked. Originally confined to coal miners, the steel workers and iron miners, employed by the company have since adopted it. A number of old mines have been reopened and though all are working to capacity, labor has come to them in abundance while other coal companies in Colorado and throughout the United States have difficulty in securing an adequate supply.

WAR TO THE HILT

A NEW note from Great Britain to President Wilson, amplifying the reply of the Allies, in which Britain pledges "sacrifices of blood and treasure unparalleled in its history" to secure peaceful civilization, seems to have closed the door to peace at this stage. Specific mention in this note of the restoration of Alsace-Lorraine to France and of Italia Irredenta to Italy indicates the complete unity of the Allies. Dr. Alfred Zimmerman, German Foreign Minister, had already declared that the extravagant terms of the Entente's note made impossible the publication of Germany's milder terms, since they would be interpreted by the adversary as a sign of weakness. The German press is bitter, the Cologne *Gazette* demanding the sword be run "to the hilt into the quivering body of England," the appeal being to "crush England" by relentless U-boat and zeppelin campaigns before it is too late. The German people are rallying solidly behind the Kaiser, this indeed having been one of the purposes aimed for in the peace move. In a speech from the throne King Gustave of Sweden depicts the growing possibility that his country may be drawn into the war, while Switzerland has mobilized three more divisions for the protection of her neutrality. The London *Times* publishes an article predicting a German invasion of Holland, Switzerland or Denmark for the food they contain. The daring exploits of a German raider in the South Atlantic in which 26 ships have been sunk is Germany's latest attack on Allied commerce.

"WHITE SLAVE" ACT DEFINED

PRIVATE escapades as well as commercialized vice come under the White Slave law, commonly known as the Mann Act, according to a decision of the Supreme Court. A dissenting opinion filed by Justice McKenna for himself and two others, took the side of the defence that the title,—"The White Slave Act"—showed clearly that the intention of Congress was to confine the law to immoral traffic in women for pecuniary gain. The majority opinion, read by Justice Day, held that the language of the act itself covered interstate transportation of women for debauchery, whether for gain or not, and that it was the function of Congress, not of the Court, to amend the law. "Blackmailers of both sexes," says the dissenting opinion, "have arisen to use the terrors of the construction now sanctioned by this court as a help for their brigandage. The result is grave and should give us pause." "It is for Congress to repeal or amend this act for the encouragement of blackmail," says the New York *Times*.

WATCHING THE NATION'S BUSINESS

(Continued from page 121)

steel shells, which fell much below the bids of American manufacturers, conveys its own lesson of conditions that will confront the steel industry in this country after the war. With an adequate protective tariff on steel and the removal of present restrictive legislation against the railroads one of the greatest features that contribute to continued prosperity would no longer be made dependent upon the temporary necessities of Europe.

DISCOUNTING GOOD MEN

UNDER the operations of Congress the plan of government by commissions goes merrily forward. There is every reason to believe, however, that it is not intended that these commissions shall govern. The absurdity of the situation is shown by the animus of Congress at every attempt to reappoint a commissioner who dares think for himself. The reappointment of Professor Winthrop More Daniels as Interstate Commissioner, in the face of a bitter attack in the Senate, is a striking incident. Prof. Daniels represents the real, practical, conservative sentiment of the country. It is unfortunate that Senators Borah, Cummins and their associates should not have realized this fact. The basis of the attack on Professor Daniels was that, while public service commissioner of New Jersey, he laid down the rule that franchises, good will and other elements were to be considered in arriving at the true value of a utility in fixing a rate that would give a fair return on the investment. This has been the rule of common sense and business since business began. An attempt by Senators to influence the action of a commission by holding up the reappointment of a nominee becomes virtually an act of intimidation. The deeply regretable resignation of Edward N. Hurley as chairman of the Federal Trade Commission has a relation to this trend of Congress to dominate its many commissions and prevent them from reaching any uncontrolled conclusions. It also goes to show what may be expected of a tariff commission composed of "nonpartisan" members. Congress will either get the sort of data it desires or else reject the data. Meanwhile, these commissions add enormously to the cost of the government, and the people pay.

OUR WEALTH IN OIL

THE character of the increase in petroleum yields in the past year bears an encouraging relation to the automobile industry. To a considerable extent the areas of largest increase are those yielding high-grade oils, with the gasoline content ranging from 25 to 35 per cent. This is particularly true of the Oklahoma and Kansas fields, where the industry has been developed to an unusual degree, while in Ohio, Indiana and the regions east of the Appalachians, the output is mostly of high-grade oils. With the estimated number of automobiles now in use placed at 3,500,000 and a prophecy that between 5,000,000 and 6,000,000 machines will be on the market by 1919, this becomes an item of importance. Figures on the petroleum industry of the United States, furnished by the Geological Survey, make of 1916 a record-breaking year. The total yield is estimated at 292,300,000 barrels of 42 gallons each. This is practically 11,000,000 barrels more than were obtained in 1915. Oklahoma and California contributed 66 per cent of the total yield.

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THE stock market—which means those who buy and sell securities—is deeply concerned just now over one question. If any one could answer this question, his fortune would be made, for it will dominate the immediate future conduct of the market. That question is, How much longer will the great war last?

Since Germany, in the height of her success, especially in the Balkans, has made peace overtures so unexpectedly, the belief has constantly grown that peace can not be far off. The stock market acts accordingly. It moves sluggishly up or down, with war news as the barometer of its movements.

I realize that a general impression prevails that we are on the eve of peace, but I hazard the prediction that, instead of facing the end of the war, we are now entering upon its fiercest phases. Some of us can recall the earnest efforts made in the midst of our own civil struggle in 1862-63 to bring the North and the South together. Many believed that these efforts would succeed, but when it came to naming the terms, then, as now, insurmountable barriers were presented. The North insisted on the abolition of slavery, just as the Allies now demand the suppression of German militarism. In our own struggle, the fiercest battles were fought after the peace overtures had been made and been rejected. I look for a similar outcome in Europe.

The conditions laid down by the British Foreign Minister are impossible of acceptance by Germany, at least at this time. They clearly involve a rebuke to us for our untimely interference and a sharp reminder to Germany that the Allies are prepared to make, to use Mr. Balfour's own words, "sacrifices of blood and treasure unparalleled in Great Britain's history" to win the war. It is not surprising that London advices report that the betting is now even money against an early peace and that Germany, realizing that the terms of peace mean its utter capitulation, feels that there is no haste in accepting them now, for it can always surrender. It knows the worst and serves notice accordingly that it will send its captives into the fighting area, that it will intensify its submarine warfare and that it will go to any length to make equal "sacrifices of blood and treasure unparalleled in history" that the Allies are willing to make. It trusts to the hazards of war and to some such possibility as that unexpectedly it may be able to cripple the British Fleet and thus deprive Britain of its one great powerful weapon, the control of the seas. If this should happen, the terms of peace would be substantially moderated.

Under such conditions, we may look forward to another year of war and possibly to several years. Judging by the conduct of the stock market in the past, the prolongation of the struggle abroad will tend to a still further advance in prices, for it means that all our resources will continue to be drawn upon, that prices will continue to be high, wages high, labor in demand and everything on an inflated basis. As soon as this situation is fully realized, we may look for the stock market to reflect it in another strong and impulsive upward movement which will eventuate, as all such movements heretofore have done, in a steady advance in the prices of well-established securities and finally in a sympathetic advance of everything on the list—good, bad and indifferent. At this stage of the game, the veterans of the Street always prepare for a speedy exit, for they know that even if the boom is continued month after month, it must culminate only in one way and that is in a disastrous upheaval.

Under such conditions, safety lies in the purchase of the well-established dividend-paying industrial and railroad securities. For conservative speculation may be purchased stocks of the second class among the newly established dividend payers and such as have possibilities in this direction. Those who seek a large speculative profit may buy securities that sell at the lowest figures and that have little more than their voting power value (omitting, of course, those that are subject to re-organization and assessment). In these will be found the best gambler's chance, but my advice has always been against gambling.

G. B., New Castle, Pa.: National Rubber Co's. reports indicate progress. It lately declared a dividend, but the stock is not a seasoned dividend payer.

G., Hershey, Pa.; D., N. Y.: Dividends on New Haven are remote. The stock is selling too high. It is not an attractive long pull. Buy a dividend payer.

N., East Liverpool, Ohio: Dealing in puts and calls is simply gambling on the future of the market, and is as legitimate as similar transactions in real estate or any commodity.

J., Memphis, Tenn.: The nerve of the Prudential Securities Co. in pretending to give you $20 while trying to sell you stock is colossal. I never heard of the concern before. Nobody is giving anything away.

C., Chillicothe, Ohio: Big Jim is one of the more prominent mines of the new Oatman (Ariz.) district. Its stock, par 10 cents, has risen to $1.25 and over. It is a non dividend payer and only a speculation.

R., Dorchester, Mass.: If you can pay the assessment on your R. I. stock hold it, for you will receive good securities to the full amount of the

A General Understanding

What is needed throughout the financial community is a general understanding of the international factors as affecting national prosperity.

You owe it to yourself to expend enough clear thinking to reach a firm conviction as to what the future holds in store. A Bulletin which we issued on November 14th is as timely now despite the fact that peace talk has since become prominent.

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Name.....

Address.....

City..... *State*.....

assessment. If the railroads have fair play, R. I. will be a winner again.

R., Dixon, Ill.: White Oaks Mining has been manipulated in a peculiar way. Leave it alone. Buy stocks that are listed.

K., Milwaukee, Wis.: Utah Securities is a long-pull speculation. While the business is reported increasing the company seems over capitalized.

A., Columbus, Ohio: Maxwell Motor Co.'s condition appears sound and its outlook good. The first preferred yielding 7 per cent. is safer than the common, and is a good business man's investment.

P., Chicago, Ill.: United Alloy Steel Corp. reports earnings of 7 per cent. on its stock in 1916. The stock is a fair speculation. Transue & Williams Steel Co. is prosperous and the stock is on a 4 per cent. basis.

M., Leavenworth, Kans.: Competition in the farm tractor field bids fair to be acute, and new manufacturing companies will have no easy task to win success. The Ebert-Duryea Co. has apparently not yet erected a plant.

M., Garrettsville, Ohio: It is always wise in uncertain times to take a profit, though small. Ray Hercules is not a dividend payer, but is said to have fair prospects. Tonopah Extension pays a good dividend, but is selling at over 4 times par.

B. H., Janesville, Wis.: 1. It does not seem advisable to sacrifice Anglo-French bonds. With return of peace they should appreciate. 2. Canadian Pacific earnings show a large increase from July last over the same period in the previous year.

W., Enfield, N. H.: Sub. Boat has lately declined sharply on adverse reports. It has been paying $6 per year, but it is a war stock. Aetna Explosives pays no dividends and is distinctly a war stock whose outlook would not be benefited by peace.

Mac., New York: Chile Copper, Victoria Oil, North American Paper & Pulp and United Profit Sharing are worth holding. Nevins Electric, Bluebell Mining and United Verde Consolidated are speculative. Manhattan Transit has little or no value.

R., Keokuk, Iowa. The stocks you mention rank according to yield as follows: Maxwell Motor common and preferred, Willys Overland common and preferred, Wabash preferred A., and Central Leather preferred and common. At present the speculative possibilities of all seem discounted.

W., Pittsfield, Mass.: I always dislike to find any one masquerading under the name of a singularly successful concern. Henry Ford, whose wonderful success in the automobile trade has given him a national name, has no connection with the Ford Tractor Company. It is curious that while Mr. Ford himself is endeavoring to furnish a tractor, a company bearing the name of Ford appears offering its stock to the public. I certainly do not advise the purchase of Ford Tractor Company as an investment nor as a speculation.

J., Georgia: A man who has $5,000 of which he wants to invest $4,000 in 10 or 15 share lots of some promising stocks and put $1,000 in purely speculative stocks that may have a decided advance whenever the market takes on an old-fashioned boom might find opportunities in the following: Union Bag & Paper Corporation or International Paper Preferred around par; Atchison Common, C. C. C. & St. L. Preferred, American Smelters Common, Corn Products Refining Preferred, S. O. of California—all of which pay fair dividends and have good prospects. The balance of $1,000 might find a profitable disposition in buying Wright-Martin Aircraft Common around 13, Colorado Fuel & Iron, which has great possibilities, around 45, American Malt Common around 8, or any of the lowest-priced shares of the reorganized railroads with assessments paid.

New York, January 25, 1916. JASPER

FREE BOOKLETS FOR INVESTORS

Readers who are interested in investments, and who desire to secure booklets, circulars of information, daily and weekly market letters and information in reference to particular investments in stocks, bonds or mortgages, will find many helpful suggestions in the announcements by our advertisers, offering to send, without charge, information compiled with care and often at much expense. A digest of some special circulars of timely interest, offered without charge or obligation to readers of Leslie's follows:

First mortgage loans of $200 and up, bearing 6 per cent., are offered by Perkins & Co., Lawrence, Kansas, in business 36 years. Write for their Loan List No. 716.

Bonds paying 4 to 5½ per cent., free from income tax, and accepted by the government as security for Postal Savings Bank deposits are described in free Booklet E, "Bonds of Our Country," mailed to any address by New First National Bank, Dept. 5, Columbus, Ohio.

"What does the future hold in store?" is asked by every investor. To get a clear idea on the subject read Circular S-4, "A Long Look Ahead," issued by John Muir & Co., specialists in odd lots and members New York Stock Exchange, 61 Broadway, New York. It will be sent free to any applicant.

Money is still to be made in motor, copper and Standard Oil stocks. Those desiring to purchase these issues should get full data concerning them contained in Statistical Book furnished without charge by L. R. Latrobe & Co., 111 Broadway, New York. These stocks can be bought on the partial payment plan.

Properly appraised land in Oklahoma is regarded as excellent security for loans. Aurelius-Swanson Co., Inc., 28 State National Bank Bldg., Oklahoma City, Okla., deal in 6 per cent. first mortgages secured by farms which offer a good margin of safety. Write for the company's free descriptive booklet and list of loans.

First farm mortgages, yielding 5 to 6 per cent. and furnished in amounts of $100 up, have been dealt in for years by the American Trust Co. of St. Louis. A lucid and readable statement of the merits of these issues may be secured by writing for Book No. 152, "Farm Mortgages," a free illustrated publication, to Investment Dept., American Trust Co., St. Louis, Mo.

(Continued on page 142)

HELPING SMALL INVESTORS

BY JOHN M. OSKISON

CAN we learn from England's present attempt to float a war loan how to tap the tremendous reservoirs of capital belonging to small owners? This question was put to a number of New York bankers and bond dealers following the publication of the details of the British Treasury's plan for obtaining popular subscriptions. In the opinion of the bankers, the terms of the latest war loan are so liberal as to attract every investor of experience. In their judgment, therefore, England will be entirely successful in raising that "final one hundred million" which will mean winning the war. Whether or not any part of this loan will be offered to investors in this country, is a matter that bond dealers are discussing.

In discussing the British loan, and this opportunity for American investors to become acquainted with foreign government securities, Allen G. Hoyt, a prominent New York banker, said: "There is no doubt of the opportunity. It has always been the history of government securities put out in war time, that they were sold cheap and, following the war, their price rapidly advanced. There is no reason to suppose the history of this present issue will be different. In this country, government bonds have been looked upon distinctly as a luxury, their ownership being largely confined to two classes—the very rich man who can ignore the question of income, and the man so stupidly suspicious that he will not trust his money in any other sort of security.

"Since the beginning of the war, American investors have begun to appreciate government war bonds; probably the total of issues floated in this country is well over one billion five hundred million. England alone has secured about one billion from us. Russian, French, Swiss and South American bonds make up the balance. Some real bargains have been offered. Our investors, however, know practically nothing of world opportunities. Probably our education will be obtained in about the way that English investors' was. You know, English investors before the war had about fifteen billions in all sorts of securities outside their own country. About one-half of this was in North and South America. America is going to learn that trade follows the loan. We shall have to furnish a vast amount of capital to the world before we can work successfully for a large share of the world's trade.

"We shall need to stimulate the investment spirit in this country. We shall have to tap sources of capital supply which we haven't as yet paid much attention to. I think that several hundred thousand dollars might well be spent in the education of small investors to understand the nature of safe investments. We lack such adequate machinery for the wide distribution of securities as exists, for instance, in France, where each one of the thousands of small branch banks is equipped to sell securities in very small denominations to the man with as little as one hundred francs. That system is something like what we might have if each one of our Postal Savings Stations not only received deposits, but had constantly for sale small pieces of safe government securities.

"As I understand it, the British in floating this present loan are going to supplement the device of marketing war loan certificates through the Postal Savings Stations by putting them on sale also in the many branch banks of the big London joint stock banks. In default of such adequate machinery for distribution, we in this country are developing, solely through dealers, a trade with buyers of small and medium size.

"Since 1900 I have been interested to see what really radical changes have taken place in the character of advertising done by financial houses. Where they used to confine their advertising to mere announcements of name and address and general

(Continued on page 142)

Continued Investment Buying

is steadily diminishing the supply of standard

Railroad Bonds

available at attractive prices.

Upon request for Circular L-61, we shall be pleased to send our list of Railroad Bonds yielding

4.00% to 5.40%

The National City Company

National City Bank Building
New York

Durable Investments With Good Returns

Grounded on the most stable of modern industries
Protected by experienced and progressive management
Yielding returns higher than ordinary with equal security of principal
Illustrated and descriptive literature upon request

Ask for Booklet L

H.M.Byllesby & Company
Incorporated

1204 Trinity Bldg. 204 So. La Salle St. Gas Bldg.
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THE AMERICAN INVESTOR
THE $100 BOND NEWS

Established 1912 to advance and promulgate sound investment standards among all classes of the American investing public

Devoted to the purchase of representative Railroad, Government, Public Utility and Industrial Bonds in denominations of $100 and $500 outright or on the Small Payment Plan.

Copy sent on request.

E.F. Combs & Co

124 BROADWAY NEW YORK

Perhaps you do not care to make investments in your home community, yet hesitate to go to outside investment houses.

Financial houses advertising in LESLIE'S are thoroughly reliable and thoroughly serviceable to out-of-town investors.

They can serve you just as well, no matter where you live, as if you lived across the street from them.

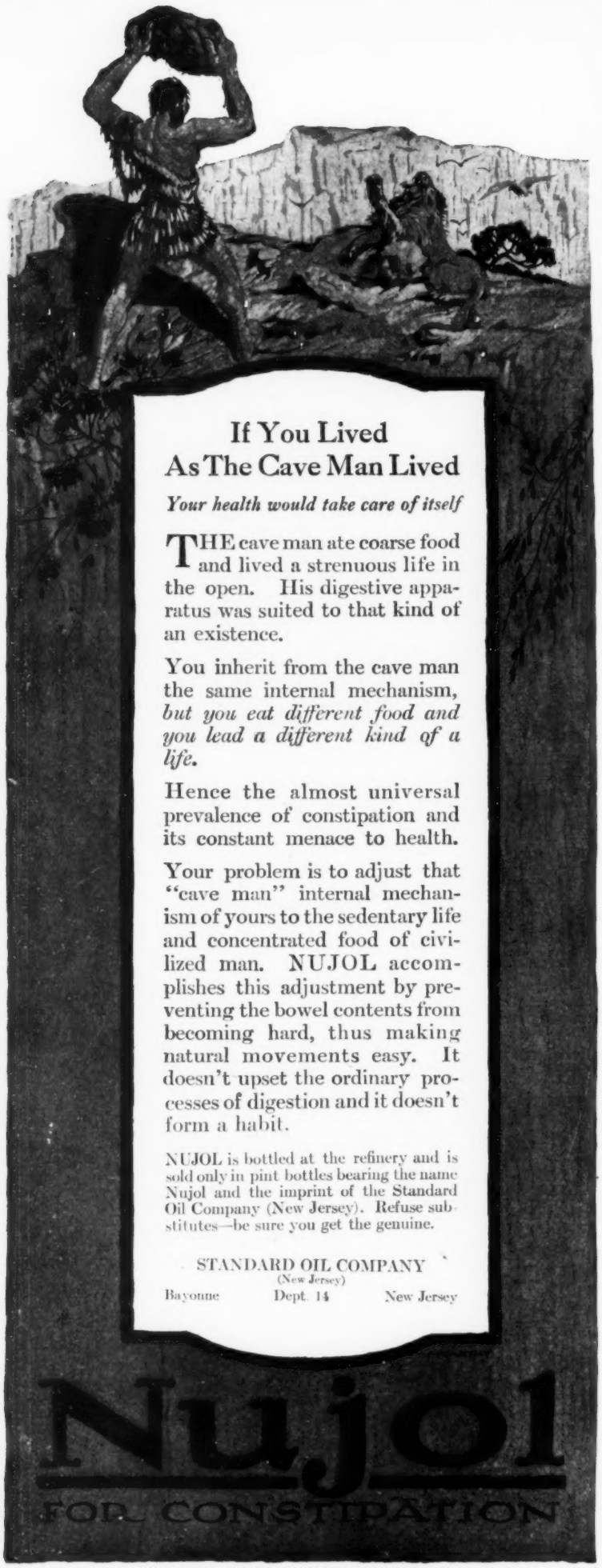
You can write them exact details of the amount you wish to invest, what kind of investment you wish, for how long, for approximately what rate of interest, etc.

By return mail you will receive courteous, accurate and reliable suggestions for investments meeting your exact requirements, whether they are for a few hundred dollars or for several thousands.

A number of houses even make it convenient for you to invest by making small monthly payments. Prompt, courteous and careful attention will be given to your requests for information, regardless of how small your present investments may be.

Leslie's

Illustrated Weekly Newspaper



If You Lived As The Cave Man Lived

Your health would take care of itself

THE cave man ate coarse food and lived a strenuous life in the open. His digestive apparatus was suited to that kind of an existence.

You inherit from the cave man the same internal mechanism, *but you eat different food and you lead a different kind of a life.*

Hence the almost universal prevalence of constipation and its constant menace to health.

Your problem is to adjust that "cave man" internal mechanism of yours to the sedentary life and concentrated food of civilized man. NUJOL accomplishes this adjustment by preventing the bowel contents from becoming hard, thus making natural movements easy. It doesn't upset the ordinary processes of digestion and it doesn't form a habit.

NUJOL is bottled at the refinery and is sold only in pint bottles bearing the name Nujol and the imprint of the Standard Oil Company (New Jersey). Refuse substitutes—be sure you get the genuine.

STANDARD OIL COMPANY
(New Jersey)
Bayonne Dept. 14 New Jersey

Nujol
FOR CONSTIPATION

Send for booklet, "THE RATIONAL TREATMENT OF CONSTIPATION." Write your name and address plainly below. Dept. 14.

Name ..... Address ..... City ..... State .....

HELPING SMALL INVESTORS

(Continued from page 141)

character of the business, they now print as a rule informative offerings. Their advertisements in newspapers and magazines have become little lessons in investing. The fact that the houses which sell one hundred dollar bonds are multiplying shows how rapidly such educational work is taking effect. In going over the country, I often pick up little country papers and it is surprising how frequently I find articles on financial and investment topics.

"The growth of the investment business outside of such cities as New York, Boston, Philadelphia, and Chicago, has been recent. Within a very few years it has been extended from Chicago, for instance, through Ohio, Michigan, Iowa, and Wisconsin. From St. Louis, Missouri, Arkansas, southern Illinois, are being supplied with investments. Kansas City is becoming an investment center. Denver is a big market. On the Pacific coast, especially in California, there is another active market. Out there, local securities, such as county bonds, frequently sell on a 4 per cent. basis, but the market is much broader. It absorbs many bonds of outside issues, such as public utility and underlying railroad bonds.

"I think it is the tendency among progressive bond houses to encourage in every way the small investor. I know that the man with one hundred dollars, who comes to us, is given just as good service as anybody else. In bond issues which we control we always specify that a certain portion shall be available in $100 pieces. In the biggest American bond issue recently made, the eighty million American Telephone and Telegraph Company issue, $100 denominations were included. We have all gone past the idea that it is philanthropy to provide for the small investor's needs. We shall undoubtedly take the next step of providing adequate machinery to take care of him. In time we shall educate him, and also supply him with proper investments."

JASPER'S HINTS TO MONEY-MAKERS

(Continued from page 141)

Every actual or potential investor should keep well posted on the influence of current events on the market. This may be done by consulting "The Bache Review," the widely quoted weekly, copies of which are furnished on application by J. S. Bache & Co., members New York Stock Exchange, 42 Broadway, New York.

First mortgage serial $1,000 real estate bonds, yielding 5½ per cent., and secured on income-earning property in New York, Chicago and other large cities, are safe investments and are recommended by S. W. Straus & Co., 150 Broadway, New York, and Straus Bldg., Chicago. The house has been in business for 35 years. Write to it for Circular No. L-602, giving all particulars.

Companies supplying light, heat and power to growing communities are least likely to be affected by war or peace. Their bonds are highly regarded, both for safety and liberal yield. P. W. Brooks & Co., 115 Broadway, New York, recommend the bonds of the Ohio Utilities Co. and on request will send to any reader their illustrated Booklet X, containing complete details.

Many prosperous companies have suffered somewhat by the war, and peace should restore their business to normal. Far-sighted investors are especially considering the securities of such companies. Dawson, Lyon & Co., 42 Wall Street, New York, in their Circular T-7, sent free on request, give worth-while information regarding a company of the above type.

The steel stocks, such as U. S., Lackawanna, C. F. & I., Republic, etc., have been among the most active and interesting features of the market. They deserve the careful consideration of investors. Useful tables showing capitalization, earnings, prices and other facts regarding the larger steel companies may be obtained of Merrill, Lynch & Co., 7 Wall St., New York, by sending for their free "Copy L. S."

Preferred stocks of well-established and seasoned dividend-paying industrial corporations make a strong appeal to conservative investors. At this time preferred stocks of corporations whose future will be favorably influenced by peace are being widely considered. An interesting analysis of attractive shares in this group may be had, without cost, by writing for Circular P-4 to Michaels & Co., investment securities, 61 Broadway, New York.

For February investments the Tillotson & Wolcott Co., investment bankers, Cleveland, O., and 115 Broadway, New York, offer first mortgage 6 per cent. gold bonds (with normal income tax paid) of the General Necessities Corporation. The corporation supplies ice, coal and distilled water to a large section of Detroit. The earnings pay fixed charges and dividends on stock, and the security is appraised at 2½ times the loan. Details will be sent on request by the Tillotson & Wolcott Co.

To get ahead in the world it is necessary not only to save, but also to invest one's savings systematically and safely. Slattery & Co., Inc., 40 Exchange Place, New York, provide a combination which should be considered by investors. "The Twenty Payment Plan" and "Investment Opportunities" disclose a convenient way of accumulating sound, dividend-paying securities and suggest the best purchases. Write to Slattery & Co. for "Booklet 35-D" on "Investment Opportunities" and also for booklet on "The Twenty Payment Plan."

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Write for our catalog and choose the exceptionally brilliant diamond you want on 30 days' trial. Wear it everywhere you go. Put it to every test. Compare it with other diamonds. If you do not think you save one-third, send it back.

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All the newest ideas in modern solid gold mountings are yours to choose from. All are handsomely illustrated in the catalog.

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Write for New Diamond Book Write today for our handsome jewelry book—printed in full colors. It's free. Write now

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Great Bicycle Offer!

1917 ARROW

Write for new 1917 catalog. Wonderful 1917 ARROW—new motorcycle type—shipped **no money down.** *Free inspection.* Nothing like this bicycle ever offered before. Electric light, Fisk Non-Skid Tires, built like a motorcycle. Free catalog gives full description. All sizes for boys, men and women.

Pay As You Ride

Start riding the 1917 Arrow right away. While you're riding, pay only a small amount each month until paid.

Write Today for free catalog and rock-bottom pay-as-you-ride offer. *While this offer lasts.*

ARROW CYCLE CO., Dept. 2442
19th St. & California Av. Chicago, Ill.

Now $2.00

Only $2 down brings brand new Rex (*10 years' guarantee*) built because world's greatest merchandise house wanted a better machine.

Typewriter Prices Smashed

Don't fool with 2nd hand "rebuilt" when you can have a brand new Rex at an astounding low price. Sent on trial. **Write today for "Typewriter Secrets."** Will be a *revelation!*

Rex Typewriter Company
Dept. 2442 Steger Bldg. Chicago, Ill.

You May Win $100.00 in Gold
in Non-Professional Scenario Contest

$100.00 in gold will be paid for the best and accepted original story written by non-professional talent. Must not exceed 1,000 words. Must be typewritten or written plainly in ink. If you do not know how to write in scenario form, write the story plainly and connectedly. Each contestant may submit three stories for the competition.

Scenario Department, Palace Players Film Corporation
Times Building, New York City

Detectives Wanted

The adoption of finger print systems everywhere has created great demand for finger print detectives. Experts wanted. $25 to $50 a week. Finger print detectives are reaping big rewards in police departments everywhere. You can train yourself at home in spare time. Write for particulars.

Free Book. Write! Send for valuable book on finger prints free. Write at once while special limited offer lasts. No obligations.

EVANS UNIVERSITY, Finger Print Department,
Desk 2442, 1810 Wilson Avenue, Chicago, Ill.

Do You Read German? If you have had a year or more of German at school or college you will enjoy **AUS NAH UND FERN.** Quarterly magazine for students of German. Illustrations. Vocabulary. Extremely simple. 3 year subscription, $1.50; 5 yrs., $2.50; 1 year, 70c.

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FRANCIS WAYLAND PARKER SCHOOL, 330 Webster Ave., Chicago

Woman's Subtle Mystery

is no longer a meaningless phrase when we read of some famous queens whose lives are revealed in these volumes. Endowed with wit, beauty, and all the irresistible allurements of their sex, they show in their characters the most irreconcilable contrasts—paltry arts and dissolute passions with magnificent spirit and royal pride, fickleness and falsehood with tenderness and truth—strength that is sublime mingled with weakness that excites pity. We see them quaffing deep of the cup of life, of its joys and agonies. Again, hurled from their high estate, we see them paying the price of folly in the coinage of the wages of sin.

Where in the pages of the great masters of romantic fiction do we find stories that can compare with these true stories of the tragic careers of Mary Queen of Scots, Cleopatra, Marie Antoinette and other fascinating women to whom brave men gladly paid homage with their lives and fortunes?

LOVE AT SIGHT!

The Most Famous—Most Momentous—Case in History

THE pretty feet and shapely ankles of this Norman peasant girl made her the mother of William the Conqueror. Had she not while playing in the brook unconsciously displayed these charms to the eyes of Duke Robert of Normandy, and thus fascinated him—Harold, the last of the Saxon Kings, would not have fallen at Hastings—there would have been no Anglo-Norman dynasty in England—no British Empire as we know it today.

But this is only one of *many* true stories of the brave men and beautiful women who made history for over two thousand years, showing the extent to which Love has shaped the destinies of mankind, has ruled in Court and Camp, has exercised imperious sway over the hearts of men and women of high degree—has in its wildest expression destroyed empires and wrecked brilliant careers—that are told in

Famous Characters of History

No Fiction Ever So Thrilling As These TRUE Life Stories

Never was there a set of books—no matter how costly—that will compare with this for entertainment and instruction—*and the stories have the supreme merit of being absolutely true.* Is it any wonder that the appetite of the reading public demands edition after edition—that no home or school library is considered complete without these wonderful books?

These twenty volumes throw wide open to us the doors of the great ones of earth. We see them as real men and women, not as demigods crowned with the thunders of Olympus.

We follow the fortunes of the great Caesar as he extends the boundaries of Rome to include all the known parts of the earth, and we are with him on the fatal *ides* of March when the fires of an all-consuming ambition were forever quenched with the life blood drawn by the assassin's knife. We see how the beauty of a woman wrecked the life of proud Antony, and turned aside the tide of Rome's destiny and therefore that of the world.

History in the form of Biography is our great instructor. The lives of famous characters are the beacons that will guide us safely on the voyage of life, though the sea of time we navigate is full of perils. But with *Famous Characters of History* as our guide it is no longer an unknown sea. It has been traversed for ages, and there is not a sunken rock or treacherous shoal which is not marked by the wreck of those who have preceded us.

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Every One a Wonderful Personality

These are the men and women who made history of their own day, and whose example, as guide or warning, is the most precious part of our heritage from the ages.

1. Alexander the Great
2. William the Conqueror
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4. Hannibal
5. Pyrrhus
6. Peter the Great
7. Genghis Khan
8. Hernando Cortez
9. Marie Antoinette
10. Romulus
11. Mary Queen of Scots
12. Henry IV.
13. Xerxes
14. Julius Caesar
15. Nero
16. Cleopatra
17. Darius the Great
18. Josephine
19. Queen Elizabeth
20. Alfred the Great

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We not only send you *Now* the 20 volumes of Famous Characters at half price, but also—while they last—without costing you a cent—an Imported Edition of Dumas in 6 English Cloth, Red and Gold volumes, containing his famous novels in which he brings out all the human elements in his French kings, queens, cardinals, and soldiers of fortune, dramatizing the manners, customs, virtues and vices of their day. (Each of the Dumas volumes 6⅜x4⅜ inches.) In all you get 26 volumes.

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FARRAR

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Contrary to general public opinion "Comin' Thro' the Rye" refers to the river Rye in Ayrshire, Scotland, not to a rye field. The lucky lad who caught a lassie crossing the stream on the stepping stones was entitled to exact a toll of kisses.

"Comin' Thro' the Rye" is one of the few ballads of long ago whose simple beauty has endowed it with perpetual life.

Intimately associated with this charming Scotch air are the names of Melba, Farrar, Gluck, and Sembrich.

These gifted artists through their exquisite interpretations, in concert and on the Victrola, have sung "Comin' Thro' the Rye" in all its beauty to music lovers of every land and clime.

But "Comin' Thro' the Rye" is only one of the delightful songs of heart and home which the Victrola brings to you. And Melba, Farrar, Gluck, and Sembrich are only a few of the many noted artists who present them to you. With this wonderful instrument in your home, you have ready access to the best music of all the world.

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